THE FINANCIAL POST

The Canadian Newspaper for Investors

VOL. XIII. SINGLE COPIES, 10 CENTS — PUBLICATION OFFICE: TORONTO, SEPTEMBER 13, 1919 — ANNUAL SUBSCRIPTION $3.00. No. 37

WHITLEY PLAN IS LIKELY TO BE MUCH DISCUSSED

Will Probably be Made Basis of Conferences of Capital and Labor

NOT NATIONALIZATION

Government Ownership Not Favored by Labor Apart From the Public Utilities —Lessons From Britain

By an Industrial Correspondent.

OTTAWA.—Two broad results may be expected from the Industrial Conference next week. Points of agreement between employers and workmen will be clarified and confirmed. On the other hand, differences between the two parties will be revealed and defined. Although the labor men will be persistent in their views, they are chosen under the auspices of an agency, the Trades and Labor Congress executive, which is a comparatively conservative body. It does not represent the idea of the class war, at any rate in its practical phases. It is anticipated also that the employers will take a moderate stand. There may be a few extremists on both sides, but the idea behind the Conference is a will to get together for mutual intesest and for the benefit of the State as a whole.

The revelation of differences in outlook and principles, the other side of the picture, is also something not to be deplored. The relation of the parties to industry and their comparative status, rights and responsibilities, are among the most complicated problems facing modern civilization, rivalling if not exceeding in complexity the tangled skein of international relationships.

The industrial problem will never be even on the road to solution until there is a clear understanding of the ultimate aims of the respective parties. These ideals should not be stated in a provocative way, but should be advanced rather with the motive of providing a philosophic as well as a practical basis for negotiations and adjustments. When these aims are stated, it might conceivably appear that the differences were such as could be solved without too much disturbance. Or, the points of disagreement might be such that substantial compromises might obviously be required from both sides. Or, as a third possibility, the views might be poles asunder, with no chance of an amicable approach. Consideration even of this pessimistic eventuality should not be shunned, for it is best to know the facts.

The British Conference

In Great Britain, the Industrial Conference held last spring did result in a substantial measure of agreement, regarding hours, wages and the conditions of employment. This basis of agreement has been extended rather than decreased in the subsequent months.

At the same time, the labor representatives did present to the British Conference, a survey of their underlying aims, on which, naturally enough, there was not agreement. The employers did not present a similar document at that time, but more recently a committee of the Federation of British Industries has published a memorandum giving their views on Nationalisation and on the control of industry. The Federation represents the principal industries of Great Britain, with a membership of about 18,000 manufacturing and producing firms, and a united capital of about $25,000,000,000.

It will be interesting to see if either the employers' or workers' representatives at next week's Canadian Conference present any similar memoranda. At all events there has been a special committee of the Canadian Manufacturers' Association studying industrial relations, in preparation both for the Industrial Conference and for the International Labor Congress to be held in Washington next month. The labor men have also been studying the latest phases of the problem.

In view of the Canadian situation, it is of interest to note the ideas ex-

Continued on page 11.

THE GRAND TRUNK DEAL

Agreement Likely to be Made During Present Session

THE FINANCIAL POST understands that negotiations for leasing the Grand Trunk System to the Canadian Government are in progress and that a bill ratifying the lease will likely be presented to the Commons at the present session. It is believed that the Government will advance the first offer of $2,800,000, with $3,600,000 at the end of eight years.

BIG ADDITIONS TO PLANT OF SCOTIA

Provision Will Be Made to Treat By-Products—New Blast Furnace Proposed

By Resident Representative.

MONTREAL.—Large extensions are under consideration by Nova Scotia Steel & Coal Co. at Sydney Mines, including a plant to handle by-products which will cost some $2,000,000. New ovens now being erected will call for an enlargement of the present plant, and a new blast furnace that will cost about $1,500,000. Probably as a result of the rather erratic course of the stock on the New York market there were no sales this week in Canada, but there is a fairly strong bull sentiment in New York.

MANY STORIES ABOUT PRESIDENT WORKMAN

Evidences of Speculative Movement Have Accompanied These Reports

The street has done a number of things to Mark Workman and to Iron during the past week. The selling policy that some unknown interests are putting into effect has caused people to speculate. In the first place they have the president selling his interests and getting ready to retire. Then they have it that U. S. interests are concerned. After having these two contradicted the third one is certain that the deal for bringing together Scotia Iron and Steel of Canada is the reason. But all that seems to be known is that a great deal of Iron has passed through the market with little price fluctuation, although the top of the selling movement seems to have passed for the present. There is little price change, what little there is being only fractional. One would have to look farther than the actual present earning power to find a reason for any rise in price. Iron's position is sound, but the works are practically closed, with no definite announcement forthcoming as to when they will re-open.

MONTREAL TRAMWAYS FARES

New Ones Likely to Stand in Spite of Protests

By Resident Representative

MONTREAL.—The decision of the Montreal Tramways Commission to relieve the company's big deficits by raising 6 cent cash fares to 7 cents, and five for a quarter tickets to four for a quarter, has met with opposition from Montreal and Westmount city councils, as well as the Montreal Trades and Labor Council. As the past year's expenditures by the Tramways' Company have been approved by the commission, and the contract provides for such fares as will meet certain charges, it is not likely that the Public Utilities Commission can see its way clear to amend the schedule of charges already drawn up.

A MILLING MERGER

Maple Leaf to Absorb the Campbell Flour Mills

The Maple Leaf Milling Company have about completed arrangements for the purchase of the Campbell Flour Mills Company of West Toronto, certain details of the sale remain to be settled, but it is believed that the deal will be completed very shortly. The purchase will give the Maple Leaf Milling Company a domestic distribution that they have lacked up to the present, their business having been largely of an export nature, with a certain business in Canada with large bakers and similar buyers. While the Campbell Flour Mills is naturally a smaller organization than the Maple Leaf Milling Company, its inclusion in the company should be a material advantage.

LACK OF TACT IN HANDLING THE GRATUITY ISSUE

Government Should Have Shown More Consideration For Soldiers

CANNOT BE GRANTED

It is Realized at Ottawa That to Do All Men Ask Would Be Beyond Financial Resources of Nation

By Resident Correspondent

OTTAWA.—The embarrassments of the government, heavy enough already, are being increased by the "returned soldier" problem. Judging from the number of telegrams which members of the House have been getting, the veterans are certainly "up in arms." It is all over a demand for a "gratuity" of $2,000, a sum which would involve the disbursal by Canada of about $750,000,000 or more, and would come pretty close to involving in ruin the soldiers as well as the rest of the heavily taxed citizens of Canada.

The officials of the G. W. V. A. claim that there has been a misunderstanding in the matter; and say they resent the fact that they have not been dealt with frankly. Their point is that they asked for a commission to inquire into the matter, while the answer given to their request was the refusal of a request for a gratuity, which the proposed commission conceivably may not have approved of at all, and which would have settled the whole matter. Perhaps the reason the Premier answered as he did was that he felt that the time had come for a very emphatic show down. The government has already given or arranged to give nearly $275,000,000 as an expression of thanks for what the soldiers have done. It would do more if it could; but there is a limit in being generous with borrowed money. The fact that a large majority of the returned men, apparently honestly, believe that the government can give this further grant of $2,000 to each returned man shows that only an imperative "No" can settle the matter. Canada has turned her pockets inside out for all to see that they are bare. Her people have assumed a burden of taxation which will keep the national nose to the grindstone for generations. There is a limit beyond which even a government cannot go.

Government to Blame

The government itself, however, is largely responsible for the position in which it now finds itself with the returned men. It has been far too lax in the control of expenditure, and it was late, very late, in beginning to tax those great profits which the war brought to some people in Canada.

That the politician has a wholesome respect for the soldiers' vote is being shown by the fact that the appeal for sympathy and support which is being made to members of the House is not falling on deaf ears. They, who have certainly heard enough about our perilous financial condition, are not doing much to head off this latest demand by showing those who are making it its impossibility.

The request that a commission might be appointed, however, might well have been dealt with more carefully. In some way, if this agitation for the throwing about of millions is not headed off the returned men must be convinced that Canada can do no more, The acceptance of their own proposal to go into the matter thoroughly and impartially might have been the best way out of the difficulty. It would have had the effect of proving to those who are making the demands that to comply with them is not possible.

It is possible, therefore, that the government will recede from the position it has taken and that a commission will be granted. If it were to do nothing more than to get out to the masses that they are in debt or will be very soon, nearly two billion dollars; that we are still spending for war purposes or purposes growing out of the war about one million dollars a day; and that consolidated and capital expenditures during the coming year will require over eight hundred million dollars, the commission would not be in vain. It might open the eyes of more than the returned soldiers, who are urging that it be rolled up still further.—T. M. F.

What $2,000 Gratuities Would Mean To The People

CANADA should meet every just and wise request of the returned soldier. If an immediate payment of $2,000 per man who has fought is in his best interests and is consistent with the rights and interests of others, those who were not permitted to go should be willing to share their last loaf with him. If it were a case of merely going to the public treasury and paying out the money—and that seems to be the public conception—there would be no ground for objection, provided that the funds were available without injury to the country. But if the consequences are likely to be such as to make the project an economic boomerang in its effect upon the welfare of all the Canadian people, including the returned soldiers, after they have spent the $2,000 it is a matter for very grave condation.

The request of the soldiers is entitled to every consideration. The whole matter should be thoroughly investigated by experts in a position to judge of the country's financial resources and the probable effect of raising millions for this purpose. If it is not possible to make the grants without serious consequences, then this should be made clear to the people and better plans evolved to aid the soldiers.

Unfortunately, the impression has been given that the soldiers' case has not had fair consideration at Ottawa, and we think this is true. For this, the Government must take the responsibility. There has been a disposition on the part of the majority of the members of the Cabinet to turn their backs upon a serious and unpleasant situation.

The developments may be of a very grave character. It is known at Ottawa that the plans of the German agents failed in Winnipeg, because of the stability of the majority of the returned men and the sanity of the old-established labor unions. It is known too, that it is hoped by these agents, that when the present gratuities have been exhausted, there will be a state of discontent amongst the soldiers which will pave the way to an industrial uprising. To this end the present agitation will be encouraged by every possible means. To ignore the issue and the men's request is to play into the hands of the agents of the enemy who, having failed on the field of battle, is now at work to gain his ends by wrecking our industrial and social organization.

What Proposal Involves

Let us consider, however, the demand which the soldiers are making, and what its granting would involve. The present situation is that the national expenditures are at a much higher rate than national revenues. To greatly increase the "overhead" charges to the extent of the amount of the annual interest and the necessary sinking fund necessary to carry the financing involved in the gratuity request would greatly aggravate this already serious problem. Apart from this there would be the question of raising the money—of floating an immense loan when there is already some doubt of the success of the much smaller forthcoming issue; or of issuing the bonds themselves to the soldiers to be disposed of by them, as has been suggested. These are some of the main points to be considered apart from the more involved economic questions of the effect upon the condition of the people—in the present and in the future—of creating an enormous volume of new money which could not be limited by any means to internal expenditure.

Increasing the National Debt

The national debt alone of Canada is to-day about $1,700,000,000, apart from another $4,000,000,000, which is authoritatively estimated as the amount involved in provincial and municipal loans, railroad guarantees, etc. To issue an additional $800,000,000 even at the improbable low rate of 5 per cent., would mean a national debt of about $2,500,000,000 (if sold at par which is quite improbable), and a total liability of about $6,000,000,000 with interest of $125,000,000 and $300,000,000 respectively, or $16 and $37.50 per head of population, without allowing for sinking fund redemption which must be provided for. Our national debt has already gained proportions where it means a burden of about $200 on the average family and this must be earned and paid each year by the bread-winner—much of it into the pockets of foreign investors. We cannot believe that the people of Canada would like to see this burden increased or that the returned men would care to assume the responsibility of doing so to the extent entailed by the present proposals.

To-day, despite the fact that the war is over, the estimated expenditures for the year are $620,000,000, as compared with estimated revenues of $250,000,000. Thus, we are now spending on current account $370,000,000 this year more than we are raising. To issue an additional $800,000,000 of bonds would aggravate the situation to the minimum extent of $40,000,000 per year with sinking funds extra.

These figures indicate the dire necessity of the Government reducing expenditures. We cannot continue to spend beyond our income. If we do this, the soldier will suffer in common with all the rest. To raise the debt by $800,000,000 under these conditions would have very serious consequences. The need for retrenchment and production is to-day as great in Canada as it is in England. The seriousness of the situation cannot be ignored.

How Could Money Be Raised?

For a young country, Canada's debt has already reached unhealthy proportions. It is, in fact, a very serious question as to whether $800,000,000 could be raised for the purpose referred to. To-day, the success of the forthcoming loan for $250,000,000 or $300,000,000 is regarded with some doubt. Who—with adequate knowledge—would have the courage to say that the people would support an issue of $800,000,000 for gratuities? It is safe to say that only a fraction of the amount could be raised and it is certain that it could not be floated in any foreign market under the conditions now prevailing or likely to prevail for many years to come.

The suggestion is made that the bonds could be given to the soldiers and that they would sell them to the people. We cannot think of anything that would be more certain to bring financial disaster. The effort to float such a volume of bonds on an unorganized market would of a certainty mean that values would be slaughtered. As prices slumped under realizing sales the value of all the outstanding war and other loans of the Dominion would be carried down at the same time and all other securities would fall in sympathy. This would mean that every security holder and every dependent would suffer. It would raise the current rate of money everywhere in the Dominion, limit development and increase taxation.

To come down to the final analysis, the result would be that the great bulk of the returned men would have to sacrifice their bonds for what they could get and in consequence, the $2,000 expectation would shrink materially. The bonds would largely get into the hands of people with money at bargain prices and the latter would eventually get par for them, while the children and the grandchildren of the veterans who fought for Canada would pay the difference and would be paying the interest year after year at the rate of at least $5 for every man, woman and child in the country with sinking funds extra, a burden which would only be lightened by the increase in population.

Temporary Prosperity, Then—

The temporary prosperity which would be created by the flotation of such an issue would not benefit the returned men alone. In so far as the benefits of the limited and strictly temporary prosperity resulting, they would be largely monopolized by those with whom the soldiers spent their money and the trades stimulated thereby. Much of the generous enthusiasm

Continued on page 16.

THE INVESTMENT INTEREST TURNS TO STOCK MARKET

Closing Up of Bond Market Followed by Demand For Industrials

UNSETTLED SITUATION

All Interest Centres in National Loan—Price May Be Reduced Below Par—Mining Stocks Active

With the bond market practically closed for the Victory Loan campaign, investment attention seems to have switched to the stock market and there has been a much broader and more active market in this more speculative department. Industrials have been receiving a lot of attention and strength has developed with the interest all along the line with particular attention being paid to the paper group in which substantial advances are the order.

More or less unsettled conditions in relation to practically all investment values may be expected to continue, however, until the big loan has been disposed of, not only because of its effect in absorbing available funds but because the measure of its success will be an important factor in the establishment of relative values. Further, the extent to which the issue will be oversubscribed—if at all—will have a bearing upon general business conditions, and if it should be that in order to attain the amount of the issue a call is made upon the banks restriction of commercial credits may be looked for. It is this direct bearing upon the prosperity of the people which is being made the basis of the selling campaign.

The uncertainty prevailing and the fact that it is being realized that the loan must be floated on a business basis is indicated by the fact that the feeling is growing that the price is likely to be cut below par. Whether this will mean that accrued interest, say from June, will be allowed, or that the par value will be undersold, is a matter of opinion in bond circles.

Mines Were Active

Following the announcement of the settlement of the Cobalt strike on a basis favorable to the mine operators there was a burst of activity in the mining market with the silver stocks in the limelight and the gold group reflecting the movement. Following the first advances there was a general

Continued on page 16.

THE POST THIS WEEK CONTAINS

Atlantic Ports are Building up Sugar Reserves	2
Sept. 22 Set as Date of Strike in Steel Plants	2
Salmon Spawning on Fraser River to be Protected	3
Business Phase of Peace Treaty was Neglected	3
Newsprint Rates are Running Wild in the United States	4
Halifax Takes Objection to Phone Increase	5
United Cigars May Show Operating Loss	5
Mexico Mahogany Bondholders Do Not Like Scheme	5
Three Changes in Directorate of Quebec Railway	6
Brazilian Shows Greater Revenue But no Dividend	6
Cobalt Strike Cut Production 2,000,000 Ounces	7
Pressed Metals Foreign Patents to New Concern	7
New York Funds Show Decline to 3 Per Cent.	8
Exchange Basis a Question of Credits	9
Personal Touch Very Important With Workers	9
Courage, Initiative and Work are Capital, Not Money	10
Investors' Inquiries	11
Saskatoon Will Make Big Profit by Exchange Rate	12
The Relation of Taxes and Local Improvements	13
Relieving the Auto Owner of Responsibility	14
Veterans Easily Pass Tests for Life Insurance	14
New Offices on King Street for Financial Firms	15
Burden of Costs for Canadian Street Railways	16

The United States Post Office requires the following information on copies of this publication going to the United States:—

THE FINANCIAL POST, Sept. 13th, 1919, Volume XIII., No. 37. Published weekly at 143-153 University Avenue, Toronto, Canada, by The MacLean Publishing Company. Yearly subscription price, $3.00. Entered as second-class matter July 1, 1912, at the Post Office at Buffalo, under the Act of March 3, 1879.

BANK OF MONTREAL

Established over 100 Years.

Capital Paid up - - - - - - $20,000,000
Rest - - - - - $20,000,000
Undivided Profits, $1,661,614
Total Assets - - $489,271,197

BOARD OF DIRECTORS:
Sir Vincent Meredith, Bart., President.
Sir Charles Gordon, G.B.E., Vice-President.
R. B. Angus, Esq. Lord Shaughnessy, K.C.V.O. C. R. Hosmer, Esq.
H. R. Drummond, Esq. D. Forbes Angus, Esq. Wm. McMaster, Esq.
Lt.-Col. Molson, M.C. Harold Kennedy, Esq. H. W. Beauclerk, Esq.
G. B. Fraser, Esq. Colonel Henry Cockshutt. J. H. Ashdown, Esq.
E. W. Beatty, Esq., K.C.

Head Office: MONTREAL
Sir Frederick Williams-Taylor, General Manager.

Branches and Agencies: Throughout Canada and Newfoundland. At London, England, and at Mexico City. In the United States—New York, Chicago, Spokane, San Francisco—British American Bank (owned and controlled by the Bank of Montreal).

THE MERCHANTS BANK OF CANADA
Head Office: Montreal. Established 1864.

Paid-up Capital ....$7,000,000 Total Deposits (July 31, 1919) $150,000,000
Reserve Fund .... 7,574,043 Total Assets (July 31, 1919) 181,000,000

President: SIR H. MONTAGU ALLAN, C.V.O.
Vice-President: K. W. BLACKWELL
General Manager: D. C. MACAROW.
Supt. of Branches and Chief Inspector: T. E. MERRETT

Collections for Business Houses

The satisfactory service which the Merchants Bank renders to Business Houses, in the matter of collecting Notes, Drafts, and other financial paper, is due to the number and strategic location of its Branches throughout Canada, and the efficient system in force. Special attention is given to collections, returns are promptly made and credited, losses are often prevented by the care and thoroughness with which we do this part of our work.

333 Branches and Agencies in Canada Extending from the Atlantic to the Pacific

Fifty-four Years of Banking Service

Time has demonstrated the soundness of the policies on which the first Board of Directors founded this Bank fifty-four years ago, and which have continued throughout its existence.

Because its daily affairs have constantly been conducted in a sane, conservative and yet progressive manner, the depositor and general banking public alike is amply protected.

UNION BANK OF CANADA
HEAD OFFICE: WINNIPEG
Resources - - $153,000,000

The Dominion Bank
HEAD OFFICE - - TORONTO
SIR EDMUND B. OSLER - President
C. A. BOGERT - - General Manager

THE LONDON, ENGLAND, BRANCH
Of the Dominion Bank at 73 Cornhill, E.C.

Conducts a General Banking and Foreign Exchange Business, and has ample facilities for handling collections and remittances from Canada.

347

EFERRED payments financed. Our service is of interest to manufacturers, dealers and customers, and especially to the motor and musical instrument trades.
THE COMMERCIAL CREDIT COMPANY OF CANADA LIMITED
305-306 Bank of Hamilton Building, Toronto

THE MOLSONS BANK
Incorporated 1855
Capital and Reserve - $8,800,000
Over 100 Branches
COURTESY TO ALL

Whether your business with us involves many thousands of dollars or is simply a small deposit in a Savings account, you will receive the courteous attention which The Molsons Bank instructs all its employees to render to all its customers.

Savings Departments at every Branch.

Head Office: Montreal
E. C. PRATT, General Manager

SEPT. 22 SET AS DATE OF STRIKE IN STEEL PLANTS

Workers Threaten To Go Out That Date if Recognition is Not Given

WILL PRICES RISE?

Steel Corp. Says They Are Against Increasing Prices But a Real Strike Would Mean Higher Steel

By A. R. KENNEDY,
Editor "Canadian Machinery."

The labor situation in United States, the closing down of the Sydney mills of the Dominion Steel Corporation, the difficulties at the Algoma mills, all indicate that the steel mills are not yet settled down to the much-expected and more-desired after-war business about which one heard so much a year ago. For the moment the controversy between the U. S. Steel Corporation and the American Federation of Labor has the centre of the stage, September 22 being now named as the date on which the Federation will put into effect its threat to call a strike against the U. S. Steel Corporation to force recognition of the Union first, and other demands later on.

The corporation claims that the men threatening to call a strike do not represent their employees; the strike leaders on the other hand claim they do. About the only way for the labor organizers in such a situation to demonstrate that they say what they mean, is to go ahead and call their strike in order to prove their main point.

Corporation's Policy

The corporation, under Judge Gary, has not been stingy in the matter of paying wages, and increases have been frequent and in most cases voluntary. The average wage of the employees of the Steel Corporation is around the $1800 mark. In Canada, according to the last available figures (1917), the average wage in manufacturing industries was some $775, certainly a long call from the figure paid by the U. S. Corporation, and the Canadian rate was struck in a year when there was a lot of munition work under way.

But the feeling is against a strike. Outside of those immediately concerned, sympathy has turned against a strike. The country needs production or there is going to be trouble, and the people are coming to recognize that fact. In this country, unfortunately, that great truth seems to be still somewhat of a phantom thing.

THE FINANCIAL POST made inquiries at the Canadian offices of the corporation, asking what effect a strike would have on prices. Some mills are well sold up now, and stocks are not heavy. This is true of bars, sheets, etc., and it must be remembered that bars include all sorts of wire, cables, etc. It might be surmised that a cessation of work would soon have the effect of forcing up prices for available stock. However, the corporation do not seem to be expecting any such thing. It is common knowledge that they have been against increasing prices all along, and they seem to have no intention of departing from that practice now.

An Industrial Conference

United States is staging an industrial conference, somewhat on the lines of the Ottawa gathering, there being 15 representatives selected by manufacturing and financial interests, 15 labor leaders and 15 men selected by the president himself. There are to meet at Washington to discuss the whole situation. All sides seem to be somewhat cynical regarding the actual results, although all will agree with the principle involved. The President of the Republic is trying to shove the strike date ahead far enough to permit these 45 peace makers to get together.

The tendency of strike talk will be to strengthen the price of steel materials, especially those in transit or stock. Neither the corporation nor the independents can regulate the price of stock after it leaves their hands, but there is no tendency to increase prices on the strength of impending labor trouble. Of course, were a real strike to develop, and only a set amount of stock be available, there would be the makings of an era of higher prices, but that has not developed yet.

According to a London dispatch to the New York "Sun," England may shortly issue a royal proclamation calling upon employers holding Government contracts to employ at union wages not less than 5 per cent. of men who have suffered some disability in active service.

An arrangement has been concluded between the Canadian Manufacturers' Association and the British Federation of Industries, whereby, each organization agrees to keep the other posted on trade possibilities.

BIG ORDER FROM GREECE

Further Particulars of Business Secured by Trade Mission

Further particulars of the order for $25,000,000 worth of Canadian manufactures, secured by the Canadian Trade Commission from Greece give two of the biggest items on the list as 420,000 yards of frieze and 420,000 yards of serge. The Canadian Manufacturers Association is placing these orders in Ontario and Quebec. An order of $25,000,000 from Roumania for clothing, paint, roofing, agricultural implements, etc., has already been filled in Canadian factories.

While the Commission is a government body it is self-supporting. It makes a charge of 1% on all orders it secures for Canadian firms. Since its inauguration last Jan., around $100,000,000 worth of orders has been obtained for Canada from countries in Europe outside the United Kingdom. This means that the Commission has made $1,000,000 to date, so that it is not only self-supporting, but will be able to turn quite a substantial sum back to the government after the salaries of the staff and other expenses are met.

MILLS ACTIVE, BUT NO EXPORT ORDERS

British and Canadian Buyers Are Vieing With Others to Get Supply of Feeds

At the present time there is an almost complete absence of export business for the flour mills. The only reason for this is the fact that the arrangements for the export of Canadian flour have not been made, and probably will not be until the Canada Wheat Board, which is touring the country, holding meetings in various sections of the country to get the pulse of the trade, has finished its deliberations.

At the present time that fact has no particular significance. Retailers have withheld buying for some time thinking that the mills would again be milling patents, now they are buying to replace their stocks, and as a result a very substantial domestic demand has sprung up that will look after the production of the mills without much hardship for approximately a month. After that time, the export business will be essential if the mills are to continue operating.

One serious factor of the situation, is the fact that the British government seems to favor the purchase of wheat rather than flour. For one reason she needs the offal from the grain to help her re-establish her livestock industry, But Canada also needs it, on that point farmers and millers at at one. It is essential that stocks of mill feeds be available in Canada if her livestock industry is to be maintained, and to secure this it is essential that a goodly part of Canada's wheat crop should be milled in Canada.

The question of what the Canadian Wheat Board will be able to do in getting purchasers for Canadian flour is therefore a matter of vital importance.

ENGLISH DEMAND FOR CANADIAN CHOCOLATE

Six Canadian Firms Are on the Job, Capturing Former German Trade

Before the war England imported vast quantities of chocolate from German manufacturers. Now this trade has been handed over almost entirely to Canada, and when shipping and exchange conditions are better, Canada may look to chocolate as a very important item in its British trade. Half a dozen Canadian firms have already found a market in England, and one, Willard's Chocolates, Limited, of Toronto, has established an office in London and is directing its own sales. The first shipment of chocolate sent overseas by the firm was bought immediately on arrival by Harrod's, the large London department store. Mr. Harry G. Woods, manager of Willard's London office, has this to say regarding the market in England:

"The quality of Canadian chocolate is evidently appreciated, for to-day the utmost efforts on our part to bring in the goods only supply one-fifth of the demand. Orders come in quantities from France, but we are unable to supply them at present. The French wish us to quote prices in francs, and this at the present rate of exchange is hardly practicable.

"After Sept. 1 we shall get a preference which will reduce the duties now payable. After that date we shall get a reduction of about 12 per cent. on the whole duties payable. At the present time we are importing between 350,000 to 400,000 lbs. a month, and must await an increase of cargo space before we can do more.

"We are able to compete in the British market for three reasons. First of all our production per head of men employed is greater than it is here. Secondly, we have abundant supplies of cream and milk; and thirdly, the cost of raw material generally, including packing cases, paper, and hydro-electric power by which our plant is entirely operated, is cheaper."

ATLANTIC PORTS ARE BUILDING UP SUGAR RESERVES

Crisis is Past and Conditions Due to Return to Normal Level

REFINERS' PROBLEMS

Canadian Profits Are Limited and Export Trade, Formerly the Profitable End, Has Been Cut Off

By J. L. RUTLEDGE,
Editor, "Canadian Grocer."

The sugar stringency that has been a serious factor for some weeks past is showing evidence of moderating. For some time past the receipts at coastal points have only barely met the actual meltings, a hand to mouth business that was bound to mean advances. The latest report regarding receipts show arrivals at American Atlantic ports of 85,526 tons with meltings at 55,000 tons and stocks of 72,958 which indicates that there is slowly being built up a reserve such as is essential to a stable business. At the present time raws are being received in Canada, and several cargoes are reported nearing port. Some of the refineries that had been closed have resumed melting, and within a reasonable extent of time conditions should return to a fairly normal level. There is no indication of any return of the recent stringent conditions. The shortage has reached and passed its crest, and stocks will unquestionably improve from now on. At the same time there is a good deal of debate in regard to the sugar industry. The Board of Commerce action in setting prices has few friends among the distributing agencies affected, and there is a tendency to figure that the business is not worth having. Whether this will develop into active antagonism remains to be seen.

The Refiners' Problem

Unquestionably the refiners are facing a very difficult situation in handling the sugar business at the present time within the limits of price set by the Board of Commerce. They have in the past year made good profits on export business that has enabled them to offset a more limited profit in Canada, and they have now had their Canadian profits limited, and their export business practically forbidden. Moreover, refiners are facing serious increases in raw sugar as they have to meet the prices for the new crop. Peru sugar has been bought by Canadian refiners at $7.25 c.i.f. New York for September shipment, while new crop Demerara has been offered at from $8.00 to $8.25 c.i.f. New York, and Cuba's are selling at $6.50 f.o.b. Cuba. With this differences in prices on raw stocks it is very difficult to see how a maximum price of 11 cents to the retailer can be maintained, and it is understood that this is the aim of the Board of Commerce. Moreover, since the decision of the Board of Commerce was made public there has been a further advance in sugar by one refiner, which makes the price of this refinery $11 at Montreal.

There is another factor too, that is of some importance, and that is the contention of the retailer that he cannot handle sugar on a cent a pound margin. That if he does so the deficit must be made up from some other source, and that, therefore, the supposed saving of the one cent limitation of profit for the retailer does not actually represent a saving to the consumer.

SHIPBUILDING CONTRACTS

Orders for Four Vessels Planned by Department of Marine

By Resident Representative.

OTTAWA.—A contract has just been concluded by the Department of Marine with the Collingwood Shipbuilding Co., for the construction of two ships of 3,750 tons each for the Canadian commercial fleet. The price is $180 per ton. Four similar ships were built by this company in war time at $205 per ton.

A contract has also been concluded with the Dominion Shipbuilding Co., of Toronto for two ships of 3,500 tons each at the same price—$180 per ton. The above are the only contracts arranged for at present.

BUILDING ACTIVITIES

NEW YORK.—Contracts for new construction at the rate of nearly $1,000,000 a week or for an aggregate of about $20,000,000 have been taken by Stone & Webster since April 1. In addition the firm has an interest in other new construction contracts aggregating upwards of $10,000,000 and has been asked to investigate and submit proposals on projects fast taking form that will call for expenditure of $25,000,000 or more. New business is steadily developing.

These contracts for construction actually placed or being considered reflect the large amount of public utility, industrial and other development that is being undertaken in the United States, Canada and foreign countries. American money, manufactured products and man-power will be required to carry through the enterprises.

Stone & Webster contracts taken since April 1 represent work to be done in sixteen states of the United States and in Canada. Of the $20,000,000 to be expended in these enterprises some $6,000,000 will be invested in electric light and power, about $8,000,000 in industrial developments and the balance in miscellaneous enterprises.

STRIKES AND ORE

DULUTH.—Iron ore shipments from docks at Duluth, Superior, Two Harbors and Ashland during August were less than half what they were last year as a result of labor troubles that curtailed the movement for more than three weeks. The total was reported at 3,808,956 tons, against 7,964,653 tons during the same month last year.

WORLD WIDE APPEAL FOR SANER THINKING

Increased Production and Reduced Consumption Needed For Lower Prices

The world-wide anxiety that labor will overstep the mark with its demands, and bring the world to a condition approaching economic ruin is evidenced by the following despatches from various centres:

LONDON, ENG.—In an article in the London Daily Chronicle, Frederick Harrison strikes a deep note of warning to British labor leaders and makes a strong appeal to labor leaders to use their efforts to avoid the "chaos into which our country seems hurrying."

WASHINGTON.—The Federal Reserve Board has issued a warning that the nation must hew to a policy of increased production on the one hand, and reduced consumption on the other if high prices are to be brought down.

NEW YORK.—L. F. Loree, president of the Delaware and Hudson Railway Company, says that the United States must look for relief from the present industrial unrest to production and frugal living.

J. H. Tregoe, secretary-treasurer of the National Association of Credit Men, has sent a letter to its members urging the adoption of a national labor policy that will not only recognize but compel good faith and honor in relations of employer and employees.

The New York Times announces that J. W. Sullivan, representative of labor on the commission sent by the National Civic Federation to study labor conditions abroad during the war, has made a report on conditions in England where he finds that various schemes for "democratization of industry" and movements thrusting labor into politics have failed to give English workmen standards equivalent to American.

SYNDICATE LEADER FOR STEEL WORKERS

William Foster Found to Have I.W.W. Connections Here and in Europe

PHILADELPHIA.—In view of the threatened steel strike some light on the past activities of William Z Foster, secretary-treasurer of the National Committee for the Organization of the Iron & Steel Industry and a leader in the movement, is of interest. Foster, representing the Chicago Federation of Labor, was the delegate who introduced the resolution at the meeting of the American Federation of Labor in St. Paul, Minn., in 1918, providing for organization of the steel workers and from the beginning he has been in charge of the organizing campaign.

His tactics and speeches are declared to have savored so much of I. W. W. methods that his own associates in the union labor movement looked up his record and found he was formerly an active organizer of the I. W. W. and of such standing in that organization that he was sent to Europe in 1911 where he spent much time in France, Germany and Austria-Hungary mingling with radical laborites in those countries.

Foster also was one of the authors of a book on "Syndicalism" which he published. The concluding paragraph of the book reads:

"All workmen interested in this movement to place the American labor movement upon a Syndicalist basis can secure full information regarding the Syndicalist League of North America by communicating with W. Z. Foster, secretary of S. L. of N. A., 1000 South Paulina Street, Chicago."

Speculation now runs as to whether Foster's activity in organizing steel workers is the first genuine attempt at the employment of syndicalism in the labor movement in this country.

BUSINESS PHASE OF PEACE TREATY WAS NEGLECTED

Economic Features of Past Receive But Little Attention

MANY UNCERTAINTIES

Discussion Had Little Effect in Clearing Up Points Which Are More or Less Obscure As to Meaning

By Resident Representative

OTTAWA.—Considering the number of business men in the House of Commons, it is rather remarkable how little attention has been given to those aspects of the Peace Treaty which may reflect favorably or otherwise on the business of Canada. The fact of the matter is, however, that the discussion in the House has revolved largely around technical constitutional questions regarding Canada's status as a nation or otherwise; and the trend of the discussion has been political in the narrower sense. Very few of the members in the House seem to have made any serious attempt to understand the provisions of the treaty or to give it that study which its importance demands. There was so much variance in the views of these who did discuss the treaty that the House was left almost as much in the dark when the debate ended as when it began.

Only one member referred extensively to the matter of trade, although several clauses of that very controversial Part Ten involve our commercial relations with Germany and the other enemy countries. This was Mr. Turgeon of Gloucester, who cited Article 264 which reads as follows:

"Germany undertakes that goods the produce or manufacture of any one of the allied or associated states imported into German territory, from whatsoever place arriving, shall not be subjected to other or higher duties or charges (including internal charges) than those to which the like goods the produce or manufacture of any other such state or of any other foreign country are subject.

"Germany will not maintain nor impose any prohibition or restriction on the importation into German territory of any goods the produce or manufacture of the territories of any one of the allied or associated states, from whatsoever place arriving, which shall not equally extend to the importation of the like goods the produce or manufacture of any other such state or of any other foreign country."

Trade Principles

And from this what Mr. Turgeon deduced was that, as he said, the principle of fredom of trade having been thus enunciated by the representatives of the allied nations, he hoped the Prime Minister would endeavor to put it in force in Canada as soon as possible.

Mr. Turgeon pointed out that Canadian financiers would have to consider seriously the possibility of trade between Canada and Germany; with whom we were building up a nice trade before the war, which in 1913 had grown to 64,100,000 marks of exports, and 60,500,000 marks imports, a fair balance in our favor. The bulk of our imports were manufactured goods, and of our exports raw materials; something we should have to guard against in the future.

The actual financial clauses of the treaty do not affect Canada materially, if at all, being mainly concerned with the new relations between France and Germany with regard to Alsace and Lorraine; with such territory as is administered by a mandatory; and with matters of reparation. Under this last mentioned heading, it may be recalled that Canada has put in a bill for a pretty large amount (it was over thirty millions and still increasing some time ago) for actual damages suffered by her citizens from submarines and other causes. Germany does undertake to make good this damage, as well as to give us a sum equal to the capitalized value of our pension disbursements.

On the general question of war indemnity, nothing definite has been stated. To a question of Mr. Pedlow, of South Renfrew, as to what our share of the indemnity would be, Hon. Mr. Doherty replied that it had not yet been figured out.

Uncertainties of Future

It has been pointed out, and it is undoubtedly true, that going in as a participant in the League of Nations might involve Canada in untold and unknown future wars, with the consequent expense which, at the present time, would be something we could not contemplate without disquietude; but the League is a very intangible thing. The understanding the House got from the explanations given it was that it was not anything more binding than a very loose sort of gentleman's agreement; and if any nation refused or stood aside from the disciplining of another which was showing warlike tendencies, there would be no way of compelling participation. As an active force it is likely to amount to just nothing at all more than a very fragile sort of a moral club.

Perhaps the most vitally important thing the Peace Treaty covers, so far as the business man is concerned, is the manner in which it deals with the question of labor; the principles enunciated constituting, as the Premier observed, the Magna Charta of labor throughout the world in the years to come. Those principles are already well known, including the general adoption of the eight-hour day, the payment of an adequate wage, the right of association, and the protection of female and child labor.

The discussion, as already stated, revolved largely around the matter of Canadian autonomy as affected by the treaty, and far too little attention was paid to its economic aspects; but this was probably due to the fact that no one is yet ready to venture an opinion as to what is to follow the war.—T. M. F.

TEXTILE TRADES NEED SCIENTIFIC TRAINING

Prof. Barker, of England, Tells How Education Will Develop Industry

A scheme for training prospective textile managers and operatives along scientific lines with a view to extending Canada's textile trade was outlined by Prof. A. F. Barker, of Leeds University, at a joint meeting of the Canadian Textile Institute, and the Canadian Woollen Manufacturers' Association in Toronto on Saturday last. Prof. Barker is a recognized English authority on textiles, and is now touring Canada, making a study of conditions in Canada's textile industries.

Canada, said the professor, must not confine her attention to farming and mining for the future. Linked up as she was with the other nations of the world, she must play her part in working out the world's salvation. She was committed to the development of her textile industry not only on this account, but because of its bearing on agriculture. Referring to the need of education to develop the territory, Prof. Barker said:

"The essential requirements of the textile industry, if it is to progress, are well-trained managers, intelligent and interested operatives, well equipped research laboratories and a bureau of standardization which will make scientific accuracy practical. Prospective managers and teachers should receive a university education, supplemented by post-graduate work and practical experience. Textile classes in either towns and cities, or in the mills themselves and travelling libraries will assist in accomplishing these ends, and coupled with them you must have fundamental research, the training of researchers and the standardization of your industry."

Following Prof. Barker's address, Brig.-Gen. Mitchell, newly appointed dean of the Faculty of Applied Science at Toronto University, promised the assistance of the University in furthering Prof. Barker's plan, and intimated that scholarships might be offered to stimulate interest in the proposed textile courses.

MAY TAKE OVER HAMILTON RADIALS

Announcement Made by Sir Adam Beck, But No Offer Has Yet Been Made

Sir Adam Beck announced at London this week that the Hydro Electric Power Commission was seriously considering the taking over of the Hamilton, Burlington and Oakville, and Hamilton and Brantford Radial Lines, owned by the Dominion Power and Transmission Company, as part of his scheme for a new hydro radial between Toronto and London. The lines, if purchased, would be connected by an additional line running through Woodstock with the London and Port Stanley line. With the electrification of the Pere Marquette line, there would be a complete line from Toronto through St. Thomas, Hamilton, London to Chatham and Windsor.

Sir Adam also announced that construction would be commenced on the uncompleted portions of the Toronto, Guelph, Stratford and London radial.

Despite Sir Adam's statement that data had already been collected about the proposed purchase, it is announced by Sir John Gibson, a director of the Dominion Power Company, that no offer has been made as yet, nor has the company been approached in any way.

A National Federation of Food Associations is being formed in Italy in order to bring about a more uniform distribution of foodstuffs. First transaction of Federation was purchase of 2,204,600 pounds of cheese from Brazil.

SALMON SPAWNING ON FRASER RIVER TO BE PROTECTED

Treaty With United States Provides For Closed Season and Limited Catch

NOT PUBLIC YET

Deliberations of International Fisheries Commissions Are Said to Have Led to Agreement, Still Secret

Some material benefit to the fishing industry of British Columbia is bound to accrue from the deliberations of the International Joint Fishing Commission appointed by Order-in-Council in the Fall of 1917, whose report has just been issued. The operations of the two bodies, Canadian and American, have culminated in the signing of a fishing treaty, the outstanding feature of which is a closed season for twelve days in the height of the fishing season for the next six years. This, it is stated, will in a fair measure rehabilitate the salmon inasmuch as it will allow them to reach a favorite spawning grounds up the Fraser River, where until the present regulations become effective, it has been almost impossible for the fish to escape the nets and traps during the season.

In British Columbia the limit of licenses to fish is set at 1,800 in any one year while in Washington, the limit is set at the number issued in that state up till August of last year. British and American subjects only may engage in fishing. Only settlers on the Fraser above the New Westminster bridge, may fish for sockeye. Many other regulations of outstanding importance to the fishing interests deal with the size of traps which are used largely in American waters, and purse seines used on this side. This, it is stated, is the first time that fishing has been restricted in American waters, and it is contended that the present deplorable state of affairs on this side, is due to this fact. One of the important provisions of the treaty creates a permanent international commission.

Canners Are Angry

The above is a rough outlining of the probable terms of the treaty. Up to the present no official copy has been available, and those most nearly interested are completely in the dark. The canning trade especially, whose very existence may be dependent on the conditions of this treaty, are somewhat incensed that they have had no opportunity to consider its terms before it became binding. The signing of the treaty by the United States Federal Government comes as a good deal of a surprise, as up to date it had been understood that the Federal Government had no jurisdiction over the waters concerned, the authority over them being vested in the state. Apparently, however, some way has been found out of this difficulty. Another matter of serious import to the canners, the banding of off quality stock by American packers as Canadian salmon, has been occasioning considerable comment.

It apparently is the practice of some American canners to send boats to the Canadian side to buy pinks, cohoes, chums, etc. By the time a good cargo is bought and the 12-hour return trip made, the quality of the first purchases leaves much to be desired. If the fish is passable, it apparently is the practice to market it under the usual label of the American packer. If it is not—it is not thrown away—but packed and sold for less under a label designating it as "B.C. salmon packed on Puget Sound." This procedure would certainly be damaging to the reputation of our B.C. salmon pack.

Colonel F. H. Cunningham, Inspector of Fisheries of British Columbia, called the matter forcibly to the attention of W. A. Found, the Superintendent of Fisheries at Ottawa. As Mr. Found was present when Sir Douglas Hazen signed the treaty in Washington on the part of Canada, it is probable that some consideration was given to this practice. However, as it has been stated, all this is largely conjectural. The whole matter from start to finish appears to have been shrouded in secrecy.

BUTTER FOR PARIS

Opportunity to Sell Forty Tons a Day

Paris will use 80,000 pounds of Canadian butter daily, if Canadians are willing to ship them, according to Philippe Roy, Commissioner General for Canada in France. Mr. Roy says that sampies from Canada have arrived in Paris in good condition after thirty-six days en route. Before the war France imported most of its butter from Siberia, but now that supply is cut off, and will probably not be available for five years.

U.S. STEEL'S TONNAGE

An Increase in the "Unfilled" During August

NEW YORK.—The U. S. Steel Corporation reports unfilled tonnage Aug. 31, 1919, of 6,109,103 tons, an increase of 530,442 tons during the month and of 1,826,793 tons since the close of May, when orders were at their low point in the decline following the termination of the war.

The decline in unfilled tonnage in the six-month period from the end of November, in which month the armistice was signed, to the end of May was 3,842,353 tons and in the three months' period following May the recovery, therefore, was nearly one-half that amount.

In other words, new business has been flowing to the corporation since the end of the tonnage decline about as rapidly as it lost business when the trade slump was on. In view of conditions that have been operating this situation is quite exceptional and is accepted as a further indication of the strong demand for steel.

BUSINESS MEN STUDY EMPLOYMENT

Toronto University Course in Industrial Efficiency Has Enrolment of Sixty

Sixty persons, most of them officials of large manufacturing concerns in Canada, have enrolled for the short course in employment management, which is now being given at the University of Toronto. The course is the first of its kind to be undertaken by any Canadian University and is patterned after similar courses given during the past few years by American colleges. Many phases of the management of personnel, the psychology of industry, and economic principles and methods are being discussed. The series of lectures will be continued until September 23.

Professor R. M. MacIver, of the Department of Social Science, of Toronto University, has charge of the section, which is taking up economic problems, while for the broader aspects of employment and industrial matters, two American experts have been engaged. Lieut.-Col. John J. Goss, of Columbia University, a member of the War Industries Board of the United States, is delivering eighteen lectures on the relations of capital, management, labor and the consumer, conditions of the worker, and the executive features of the management of labor. Professor E. K. Strong, of the Carnegie Institute of Technology, is lecturing on the application of psychology to business, training the worker, and the basis of co-operation.

A number of the students are disabled soldiers who are endeavoring to become experts in efficient employment management. Other students enrolled included an official of a manufacturing concern that is planning on bettering the interests of its employees, representatives of the government employment bureaus, the head of a large printing concern, the chartered accountant of a manufacturing firm, the employment managers of the International Harvester Company, experts in cost accounting and factory systems, the secretary of the chief engineer of a large public-utility enterprise, and students who have not yet entered the business world.

SCANDINAVIA OFFERS FIELD FOR OUR TRADE

Americans Busy There and Canadians Can Also Have Business for the Asking

Scandinavia offers a fine field of enterprises to the Canadian exporter, according to Sir George McLaren Brown, European manager of the C. P. R., who has returned to London after a tour of Sweden, Norway and Denmark. Sir George is of the opinion that a healthy interchange of trade between Scandinavia and Canada would lead to many settlers from these countries finding their way to Canadian farms. Sir George said:

"I noticed everywhere I went that all agricultural implements were American; all motor cars, other than those of German make, were American. I saw no English or Canadian cars, and no Canadian textiles or woollens. Again, I saw plenty of canned salmon, pickles and jams from America in the market, but none from Canada.

"Canada could supply many of the goods I have mentioned. There is a ready cash market, and the main need is a direct steamship service. If our merchants had been on the spot, as are the Americans with both feet, business might have warranted a direct line of steamers between the two countries.

"I spoke to several important importers and exporters on the subject of Canadian trade. Many had already Canadian pre-war connections, and all seemed anxious to develop trade relations with Canada. In my opinion it will not be long before we may see a cargo service between Canadian ports and these Scandinavian countries. These countries export to the United States paper, wood paper, cellulose, chemical products, fertilizers, nails, horseshoes, fish-hooks, minerals, metals, manufactured stone, wood products, salted, dried, and tinned fish."

Banking Service

The attention of manufacturers is drawn to the excellent facilities this Bank offers in all branches of a complete banking service.

A good banking connection is an essential to the success of the manufacturer or merchant.

THE CANADIAN BANK OF COMMERCE

Capital Paid Up, $15,000,000. Reserve Fund, $15,000,000

THE ROYAL BANK OF CANADA

HEAD OFFICE, MONTREAL

LONDON, ENG. PRINCES ST., E.C.

NEW YORK 68 WILLIAM ST.

BARCELONA PLAZA DE CATALUNA 6

FRENCH AUXILIARY: THE ROYAL BANK OF CANADA (FRANCE) PARIS, 28 RUE DU QUATRE-SEPTEMBRE

With our chain of **595** Branches throughout Canada, Newfoundland, the West Indies, Central and South America, we offer a complete banking service to exporters, importers, manufacturers and others wishing to extend their business in these countries. Trade enquiries are solicited. Consult our local Manager or write direct to our FOREIGN DEPARTMENT, MONTREAL, QUE.

A close working arrangement exists between this bank and the LONDON COUNTY WESTMINSTER & PARR'S BANK, LTD.

CAPITAL PAID UP & RESERVES - - $33,000,000
TOTAL ASSETS - - - - - - - $470,000,000

THE HOME BANK OF CANADA

Every branch office of the Home Bank is in close communication with the Bond Department at the Head Office. Information regarding Government bonds or any of the more stable securities readily and freely supplied upon request.

Branches and connections throughout Canada

Head Office - - - 8-10 King St. West, Toronto

The Weyburn Security Bank

Chartered by Act of the Dominion Parliament

TWENTY-THREE BRANCHES IN SASKATCHEWAN

HEAD OFFICE, - WEYBURN, SASK.

DIRECTORS:—Alex. Simpson, Pres., Minneapolis, Minn.; Jos. Mergens, Vice-Pres., Weyburn, Sask.; J. A. McBride, Weyburn, Sask.; Frank Moffet, Weyburn, Sask.; H. N. Morphy, Weyburn, Sask.; S. E. Oscarson, White Rock, S.D.; N. D. McKinnon, Weyburn, Sask.; H. O. Powell, Gen. Mgr., Weyburn, Sask.

A General Banking and Foreign Exchange Business Transacted.

Keep Posted

There is a big advantage in keeping well informed in business. You can do this through our service of—

Press Clippings

These keep you posted on every change or new development affecting new concerns, markets, stocks, financial affairs, trade news, and personal items. Write.

CANADIAN PRESS CLIPPING SERVICE

143-153 UNIVERSITY AVE., TORONTO

New Victory Loan

Now is the time to consider the matter of your investment in Canada's Final Victory Loan.

YOUR PART

In the interests of Reconstruction and to ensure the continuance of present prosperity, it is imperative that every Canadian subscribe to the utmost of his ability.

GET READY

Let us secure quotations on your present holdings, listed or unlisted and arrange a sale so that you may be able to buy more heavily of the new loan.

We are entirely at your disposal in regard to the new issue. We will arrange purchase and delivery to you without cost.

BALFOUR, WHITE & COMPANY
INVESTMENT SECURITIES
136 ST. JAMES ST., MONTREAL
TELEPHONE MAIN 1516-1517

CHARLES S. COBB, *ARCHITECT*
Seventy-one Bay Street, Toronto, Ont.
Recent Clients:
City of Toronto MacLean Pub. Co., Ltd.
Imperial Bank Sir W. J Gage
Fairweathers, Ltd. C. S. Blackwell, Esq.

THE STANDARD BANK OF CANADA ESTD 1873

LEARN TO SAVE.—Every man, woman and child **can** save. Every one **should** save. Every ambitious person **does** save. The Savings Department of the Standard Bank of Canada affords every facility for aiding you to save. 291

THE
STANDARD BANK
OF CANADA
MAIN OFFICE
15 KING STREET WEST
15 BRANCHES IN TORONTO

Business Books

Here are a few of the books for busines men to be found in our business men's department.

Cost Accounting and Burden Application, Scovill, $2.25.

Principles of Salesmanship, Whitehead, $3.00.

Individual and Corporation Mortgages, William Lilly, $1.25.

Effective Business Letters, Gardiner, $2.00.

The Young Man Entering Business (special full limp morocco), Marden, $1.50.

The Efficient Secretary, Spencer, $1.00.

Exporting to Latin America (565 pp.), Ernst B. Filsinger, $3.25; by mail, $3.40.

Principles of Factory Cost Keeping, by E. P. Moxey, price, $1.00.

Principles of Depreciation, by Earl A. Saliers, price, $3.00.

Unified Accounting Methods for Industrials, by Clinton E. Woods, price, $5.00.

Cost Accounting, by Major J. Lee Nicholson, C.P.A., price, $6.00.

Business Finance, by William H. Lough, price, $4.00.

Write for these, or for others mentioned in our folder "Books for Better Business." When possible visit our business book department. You will see there many books of value to you.

McAinsh & Co., Limited
4-12 College Street, Toronto
The book house for business builders

NEWSPRINT RATES ARE RUNNING WILD IN UNITED STATES

Very Bright Outlook For Canadian Mills With Bid of $110 a Ton

PAPER STOCKS BOOM

Price Bros. Up 50 to 60 Points—Howard Smith at Par—Big Bonus For Riordon—Spanish River Strong

All reports from the United States lead to strong confidence on the part of Canadian newsprint mills that the market will continue very firm and that the demand will tax the available supply to the utmost. THE FINANCIAL POST is informed that this week a Canadian mill turned down a comparatively large order for print for which 5½ cents per pound was offered, f.o.b. mill. This is equivalent to $110 a ton, compared with the fixed price for Canada of $66 a ton.

It is reported that a number of the United States newspapers, having run ahead of their contracted supply, have been forced into the open market, and very high prices are the result. This condition promises to continue for a long time. As a rule the Canadian mills have little "free" stock to sell as they prefer to contract for twelve months at a time. Even now newspapers are eager to effect contracts for the whole of 1920, but the mills here are looking to still higher prices and are likely to be chary of the new terms until they can forecast conditions more accurately.

A favorable result of the further appeals at Ottawa is also expected.

These factors, together with the very satisfactory annual reports of Laurentide and Spanish River, have contributed in the main, probably, to the boom in the pulp and paper securities this week, including Price Bros. Spanish River, Abitibi, Laurentide, Howard Smith, Brompton to some extent, and Wayagamack, although other reasons undoubtedly are operating in the last mentioned.

Howard Smith paper mills had a rapid rise. It had closed on Saturday at 85½, opened the week at 90, and rose to 100. Later bids remained around 90. It is understood that the last few months have shown some remarkable earnings at the Beauharnois plant, which is being enlarged, while the Crabtree has done well also. There is some indication of an early dividend, 6 per cent. a year, with a bonus.

Laurentide gained some 14 points in all, reaching 244.

Abitibi reached a new high for its common on Thursday, at 87—and that without a dividend.

Price Bros. had an almost breathless advance—from 170, 180, 200 and soon it was 230 bid, and a bare handful of stock all the way. For the first time it showed a clean pair of heels to Laurentide.

Riordon rose 12 points from the recent low of 132. Two main "bullish" elements entered into this: the approaching completion of the Kipawa Mill, with an estimated $1,000,000 of profits in the first twelve months of operations, and expected action early in October on the earnings of Ticonderoga Pulp and Paper Co., which THE FINANCIAL POST hears ran close to 200 per cent. on the limited capitalization. A goodly bonus to Riordons is looked for.

ATLANTIC SUGAR

A rally of five points in the common stock of Atlantic Sugar preceded a meeting of the directors on Thursday afternoon, but in spite of expectations no action was taken on the arrears of preferred dividends. It is understood, however, that this will be done in the near future. The regular dividend now being paid on the preferred, 1¾%, was declared for the second time, payable Oct. 1, to holders of record Sept. 19. It is learned that all misgivings as to Atlantic Sugar Refineries being able to secure sufficient supplies of raws was removed this week when a large quantity was secured at a slightly higher price. The company will now be in excellent shape to supply not only domestic trade, but to do some exporting.

A most tactful act of the new Finance Minister, Sir Henry Drayton, in his conference with Quebec Province newspaper men this week over the coming loan, was a short address in French. This was received with considerable enthusiasm, and added to the warmth of the pledge of hearty co-operation from all present.

September in Algonquin Park

SEPTEMBER is one of the most delightful months of the year in the "Highlands of Ontario," and Algonquin Park offers attractions that are not found in other districts. It is situated at an altitude of 2,000 feet above the level of the sea, assuring visitors of pure, bracing air that rejuvenates body and mind. The territory is easy of access via the Grand Trunk, 200 miles north of Toronto and 170 miles west of Ottawa. "The Highland Inn," a charming hotel, affords comfortable accommodation at reasonable rates. The Inn is heated by steam. The cuisine is all that can be desired. "The Highland Inn" is operated by the Grand Trunk Railway. Make your reservations early. Illustrated descriptive literature telling you all about it, from any Grand Trunk Agent, or write Mr. N. T. Clarke, Manager, Highland Inn, Algonquin Park, Ont.

RAILROAD EARNINGS

Total Gain for the Week is 14.4

Gross receipts of the three Canadian railroads for the first week of September totalled $6,759,389 against 5,904,368 for the corresponding period in 1918, an increase of $855,021 or 14 per cent. Following are comparative figures for the week:

	1919	1918	Change	%
C. P. R.	$3,599,000	$3,053,000	+ $546,000	17.9
C. N. R.	1,737,434	1,504,832	+ 233,602	15.5
G. T. R.	1,422,955	1,346,536	+ 76,419	5.7
	$6,759,389	$5,904,368	+ $855,021	14.4

W. A. BLACK JOINS BOARD OF AMES

Sir Herbert Ames Retires to Become League Official—No Arrears Paid

By Resident Representative

MONTREAL—The preferred shareholders of Ames, Holden, McCready will have to wait at least one quarter more for a payment on the four years of arrears. At a meeting of the directors on Thursday afternoon only the regular dividend of 1¾ per cent. was declared payable Oct. 1 to holders of record Sept. 19.

There was added to the Board, W. A. Black, vice-president and general manager Ogilvie Flour Mills Co. and a director of Molsons Bank. Mr. Black is a large shareholder of Ames, Holden and succeeds Sir Herbert Ames, who resigned owing to the fact that as a permanent financial official of the League of Nations he will be resiging in Geneva, or wherever else the League is finally located.

In spite of the failure to pay a portion of the arrears, Ames preferred and common alike held strong, and indicated the confidence in the company's future held by the insiders. The Ames, Holden Tire Co. will be ready to start operations in December, while next Spring, when the agreement with Canadian Consolidated Rubber Co. expires, Ames, Holden will have a rubber footwear plant ready to operate.

HOW A $200,000 INCOME VANISHED

Explanation of the Change From Surplus to Deficit of Quebec Railway

With a gain in operating account of $70,000 over last year, some shareholders have been puzzled that Quebec Railway, Light, Heat & Power Co. showed a deficit of $65,000 in place of the surplus of $95,000 last year. As is pointed out elsewhere in this issue the difference lies in the reduction of "Miscellaneous Income," from $230,000 to $27,000, a loss, apparently, in income of $203,000.

On inquiry, THE FINANCIAL POST learned that the greater part of the $230,000, as recorded one year ago, and again the year previous to that, was a charge or debt against the Quebec & Saguenay road, the interest on this line's bonds, which the Quebec Railway hold as security against construction costs. It was thought by the management that the Dominion Government would take care of this interest charge, and it was included in the company's claim against the Crown. But Judge Cassels refused to allow it, and once the sale went through this year, the Quebec Railway management decided that it could not be counted on as "income." All that was really "income" for the Quebec Railway was the interest allowed on the Dominion Government's payment, deposited with a trust company for the bondholders. This accounted for an apparent "loss" of income as against last year of over $200,000. With this omitted from last year's "income" instead of a surplus of $95,000 there would have been a deficit of over $100,000. So after all the year 1919 was in reality a better one for the Quebec Railway.

QUEBEC RAILWAY

THE FINANCIAL POST has secured some figures covering the improved operations of Quebec Railway since the beginning of the new fiscal year on July 1, which promises well for the current period, and should be a guarantee of the wiping out of any surplus on the past year's account.

For the ten days of the Exhibition in Quebec City the receipts on the street railway rose from $23,631 of last year to $31,091 this year, the number of passengers comparing as 623,341 to 487,709.

On the Montmorency division there were carried between July 1 and Sept. 7 606,649 passengers as against 443,576 in 1918, an increase of 163,073.

Several branch offices have been opened in the United States to secure tourist traffic, and every effort will be made to induce tourists to Montreal and Quebec to take in the trip to Montmorency Falls and Ste. Anne de Beaupre, which would greatly increase the Quebec Railway Company's revenue.

The annual report of the company had little effect on the stock market quotations. There was a tendency for the stock to ease off at first, but the net loss was only a fraction of a point.

B.C. ELECTRIC MAY ASK SEVEN-CENT FARE

Men Demand Further Increases in Pay Up to Sixty-Five Cents an Hour

In presenting the company's case for no reduction of the six-cent fare on Vancouver city car lines, George Kidd, general manager of the British Columbia Electric Company, informed J. L. T. Retallack, Public Utilities Commission, that there was a possibility that a seven-cent fare might be necessary to pay increased wages to the employees of the company. He stated that the company was already preparing an application for the increase of fares on its interurban lines, and if the application of the employees for another increase in wages was granted it would mean a corresponding increase in expenses with a necessity for further revenue. The wages have gone up from 20 cents an hour, when the company started operations in 1897, to 51 cents an hour at present. The men are asking for 65 cents as the highest maximum for day work and 70 cents for night work.

The company has offered 56 cents an hour, and the union has neither refused nor accepted it, but it is understood that they will turn it down. Mr. Kidd states that he has offered the men the choice of any agreement in force on any street railway in Canada in governing the company's relations with the men.

The general manager said that a further one cent increase in the fare would bring in $522,000. Last year the increase of wages paid over the previous year was $484,134.

The Fidelity Trust Company of Winnipeg has commenced at construction of a $50,000 building in Edmonton, on the corner of Jasper Avenue and 105th Street.

MEXICAN MAHOGANY AND RUBBER CORPORATION

Bond and Shareholders in this Company (now in liquidation) should read the issue of "Canada" of August 30th, which contains a history of the undertaking and information importantly affecting their interests.

Copies can be obtained from "Canada" Offices, 41 Victoria St., Toronto.

YOU may be travelling during the selling campaign for the forthcoming Canadian Loan.

Our Montreal and Toronto Offices are connected by private wire through New York with practically all of our 50 National City Company Offices, which are located in the leading financial centres on this continent.

You will find this service of convenience to you and we welcome enquiries.

THE NATIONAL CITY COMPANY
Limited

Canadian Headquarters: 74 NOTRE DAME ST. WEST MONTREAL.

Toronto Office: 10 KING ST. EAST TORONTO.

Maritime Representative: 169, HOLLIS STREET, HALIFAX, N.S.

34

Make Every Hour Count

FOR the salesman, collector, contractor—the man who "must get there"—the Ford Runabout.

Through the traffic of the city, over rough country roads to the outlying town, the Ford Runabout travels rapidly and economically.

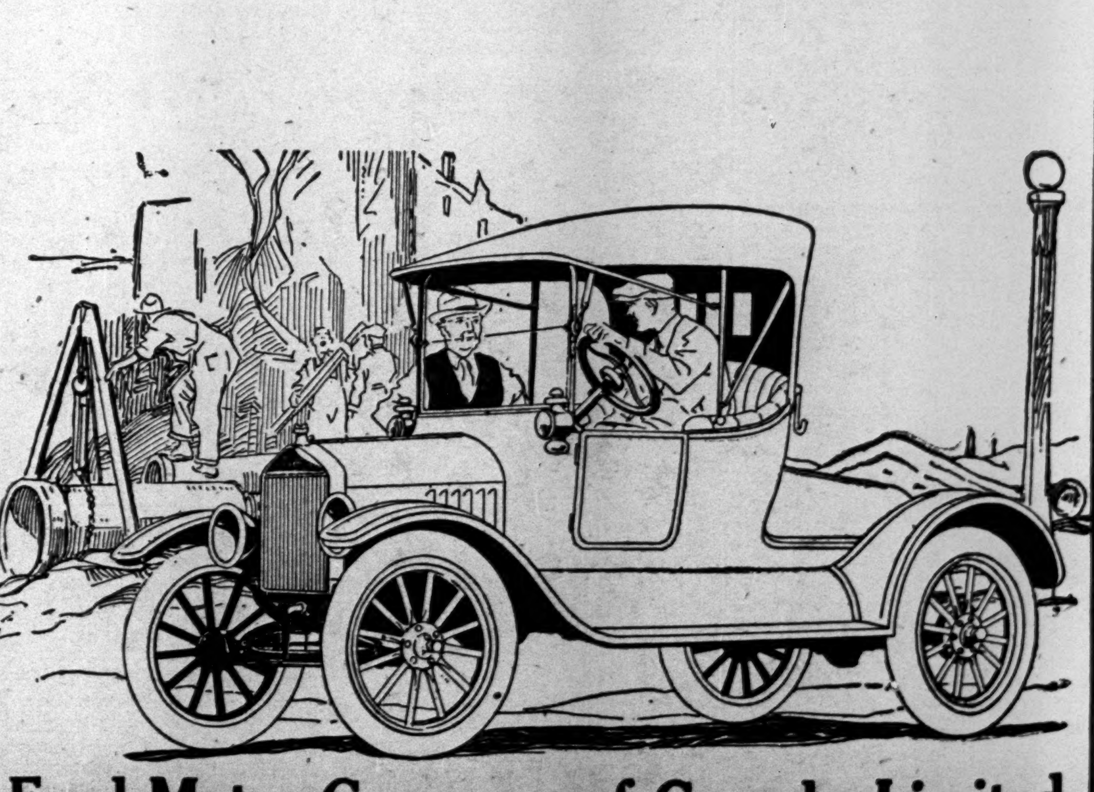
Ford Runabout $660. Touring $690. On open models the Electric Starting and Lighting Equipment is $100 extra.

Coupe, $975. Sedan, $1,175. (Closed model prices include Electric Starting and Lighting equipment). Demountable rims, tire carrier and non-skid tires on rear as optional equipment on closed cars only at $25.00 extra.

These prices are f. o. b. Ford, Ontario and do not include War Tax

Buy only Genuine Ford Parts

700 Canadian Dealers and over 2.000 Service Garages supply then. 124



Ford Motor Company of Canada, Limited
Ford - Ontario

J.R.Ryan. C.B.Grier. J.Q.Hastings

Ryan, Grier and Hastings

Members Montreal Stock Exchange

Montreal
30-Hospital Street
Main 1493

Toronto
33-Melinda Street
Adelaide 2246-7

Direct Private Wires Between
Montreal, Toronto
New York

Western financial house of highest standing and importance requires co-operation of bond firm with a view of purchasing and selling for joint account Saskatchewan Municipal, School and Telephone Debentures. Box 1, Financial Post.

CANADIAN WOOLLENS LIMITED

We have a few of the 7% Cumulative Preferred shares left for sale with a bonus of 25% Ordinary shares.

A Very Attractive Offering

Canadian Woollens operates three old established mills doing a well established trade and earning substantial profits.

Quarterly dividend payable Oct. 1st declared. Write us.

FERGUSON & ORMSBY
Investment Bankers
411-414 Continental Life Building
TORONTO

ROYAL BANK OF SCOTLAND

Incorporated by Royal Charter 1727

Paid-up Capital ....£ 2,000,000
Rest and Undivided Profits.. 1,030,470
Deposits 29,202,380

Head Office:
St. Andrew Square, Edinburgh.
Cashier and Gen. Mgr., A. K. Wright.
Secretary, J. B. Adshead.

London Office—3, Bishopsgate, E. C. 2.
Wm. Wallace, Manager.

Glasgow Office—Royal Exchange Square and Buchanan Street.
A. Dennistoun, Agent.

167 Branches throughout Scotland.

Banking business of every description transacted. Deposits received at interest repayable at call or at notice. Drafts, Circular Notes, Letters of Credit and Cable Transfers issued — available throughout the world. Foreign Exchange. Accounts opened and Agency business undertaken for Foreign and Colonial Banks and other financial establishments. Correspondence invited.

AMONG THIRTY THOUSAND ISLANDS OF GEORGIAN BAY

The 30,000 Islands of the Georgian Bay is one of the most attractive of Canada's summer resort territories, with its shaded nooks, wave-lashed shores and rocky forest depths. It comprises some of the finest fishing grounds, where bass, pickerel and maskinonge are plentiful, and lake trout are caught weighing from ten to fifteen pounds. Among the attractions other than fishing this district offers fine canoe routes for long and short trips among the islands and amid fascinating scenery. Excellent bathing beaches are found at all the principal points. As a health resort the region is famous, the air being pure and invigorating. The district is reached by the Grand Trunk System, the trains connecting with steamer which calls at all the important restorts. For full information apply to any Grand Trunk Ticket Agent, or C. E. Horning, D.P.A., Toronto, Ont.

MEXICO MAHOGANY BONDHOLDERS DO NOT LIKE SCHEME

See No Gain For Themselves in Proposal to Form New Company

COMPANY'S HISTORY

Mexican Rebels Carried Off All Movable Property on Company's Timber Limits in Southern Mexico

LONDON. — Bondholders of the Mexican Mahogany and Rubber Corporation, Ltd., which went into liquidation this spring, are finding scant satisfaction in the proposal of John Buchanan, general manager, that a new organization should be formed to take over the assets and liabilities of the old company. The bondholders claim that for the first time they are informed that in June, 1914, a band of over 500 rebels raided the company's lands in Mexico and carried off all the movable property, and that they were not told of the liquidation of a subsidiary Mexican company in March, 1917. The proposed new company will be formed for the purpose of completing the old corporation's contracts with the Mexican Government to purchase 440 square miles of mahogany limits, but as payments have been defaulted since November, 1914, it is not thought by the bondholders that the Mexican Government will complete the contract, preferring to confiscate the money payments made and retain the land.

The Mexican Mahogany and Rubber Corporation, Ltd., was formed in 1911 to purchase a large area of mahogany covered timber limits in Southern Mexico, and among the original directors were: James Playfair, Charles E. Read, C. Jackson Booth, Rodolphe Forget, Edmund Bristol, M. P., D. L. White, Hon. C. J. Doherty, M. P., W. Grant Morden, Frank Carrel, T. P. Birchall and John Buchanan. The company was capitalized at $1,000,000 common stock, and there were in addition $600,000 of 6% collateral bonds. The bonds were originally issued at 95, with a 100% bonus of common, but later offerings by the Canada Securities Company were at par with a 50% bonus of common.

Bondholders' Position

At the date the bonds were issued there was still a balance of $200,000 owing to the Mexican Government for the lands, and bonds to this amount were placed in escrow against the liability. For some years afterwards optimistic reports were issued on the company's position by James Playfair, the president, and Canada Securities Corporation. In 1914, Mr. Playfair reported that lack of shipping facilities prevented the exportation of some 300,000 worth of logs that had already been cut. The bondholders were asked to forego their interest for 1914 and 1915. Later it was announced that $38,000 was still owing the Mexican Government on account of the land and the bondholders were asked to subscribe to the bonds remaining in the treasury in order to meet this liability. $27,000 was raised in this way.

No further word was given the bondholders until December, 1915, when Mr. Playfair stated that the company had outstanding liabilities of about $210,000, though no word was given as to how they had been incurred. Another bond subscription was asked for and some of the holders complied. In May of this year the company was announced as in liquidation.

The proposition outlined by Mr. Buchanan, to the bondholders calls for a further issue of capital. He suggests that 3,000 ordinary shares of $100 each be issued by a new company, and that of this amount, $69,000 be given to Mr. Playfair, $23,000 to Mrs. John Buchanan and $37,000 to Mr. Buchanan in payment of their accounts with the old firm. Further sums of $75,000 and $15,000 would have to be paid to the Mexican Government and the company's old employees.

DOMINION BRIDGE

There was a marked improvement this week in the price of Dominion Bridge stock and it rose 10 points above last week's low to 104. The company has received a contract for 10,000 tons of structural steel for the new C.N.R. bridge at Aylmer.

UNIVERSAL TOOL STEEL

Gross profits of the Universal Tool Steel Company for the year ending December 31 last amounted to $540,876 on shell-making. There was a loss of $30,146 on bolt making. The net income for the year was $189,824. A dividend of 2 per cent. was paid on common stock and 6 per cent. on preferred. The common stock outstanding is $,500,000 and preferred $100,000. Since the armistice cut off the company's shell trade, progress has been made on a bolt which it is hoped will find a market with railways and shipbuilders. Sir Donald Mann is president of the firm, and Sir William Mackenzie is a director. The stock is unlisted and seldom dealt in.

CANNERS' DIVIDEND

Traders Optimistic But No Real Ground For Current Reports

There is a revival of talk of a dividend on the common stock of the Dominion Canners. It is possible that the wish is father to the thought, as there has been no official suggestion of such a probability. The upward movement of the stock, however, is an indication that buyers are hopeful of something of the kind. Exponents of this view point to surplus which at the close of last year stood at $1,473,222, which is an amount not far short of the total bonded indebtedness.

This year the Dominion Canners have had a very fair season in the majority of their lines, and there seems no doubt whatever of the company finding a ready market for all their products so that they should close the coming year with a very satisfactory surplus, so that barring any restrictive action on the part of the Board of Commerce, a factor that has to be discounted in dealing with the handling of any food product, the company would be in a very satisfactory position this year.

UNITED CIGARS MAY SHOW OPERATION LOSS

Expected That Annual Report Will Disclose Deficit Despite Increased Sales

A small net loss, it is learned, will be shown by the balance sheet to be presented at the annual meeting of the United Cigar Stores Operating Company, Limited, which takes place at 2 o'clock Monday, September 15th, in the company's executive offices, King Street West, Toronto. This report will doubtless come as an unpleasant surprise to many of the shareholders who have seen the big business the United Cigar Stores are doing, who have appreciated the big business which must continue as a result of the big trade of the returned soldiers. The gross business of the company, indeed, has been large—in the neighborhood of two millions of dollars, THE FINANCIAL POST understands. It is stated, too, that the spread between what the tobacco costs and what the sales brought would show a gross profit in the neighborhood of $400,000, but that has been used up in operating costs and a small deficit will therefore be shown, it is understood.

An official of the company states that the failure to show a net profit this year is due principally to the rapid advance in tobacco prices. Goods would be sold to the 53 United Cigar Company leased stores and to 120 odd agencies by the United Cigar Stores Operating Co. Before these were paid for further purchases of tobacco at a much higher price would be necessary on the part of the Operating Company. Hence the lack of operating profit. Another cause is extensions which have been made.

The position of the United Cigar Stores, Limited, is a litle confusing in the minds of the investing public. There is the United Cigar Stores Operating Company which owns the leases of some 53 stores, almost all of which are in Ontario and which has agency agreements with some 120 agencies. Then there is the United Cigar Stores, Limited, established in 1915, a holding company, holding stock, also the Tamblyn chain of drug stores. The Tamblyn stores are said to be doing very well. The preferred dividend of these is paid regularly and a dividend is earned on the common, but upon the advice of Gordon Tamblyn this money has been turned back into the business.

CASTLE OIL

A circular letter issued by the management of the Castle Oil and Gas Company states that the passing of the recent dividend was due to decreased earnings on account of declining oil production in the Mosa district. New payments have been made on territories acquired, and two new gas wells have been purchased. In addition, two more wells are being drilled. The management state that they are hopeful of the future of the company.

CANADA BREAD

The very satisfactory report of the Canada Bread Company presented by the president of the company recently, which showed a very satisfactory business despite strikes and price wars, and sundry regulations, has not been lost upon the public. During the past week there was a very brisk business in the company's common stock, nearly 1,600 shares changing hands at prices ranging from 20 to 22, the highest figure since the first week in May, when it reached 23½.

B. C. PACKERS

While the sockeye pack on the Fraser was a practically complete failure, reports on other varieties from the Fraser section and also reports from the Northern British Columbia fisheries indicate that there will be a very fair pack, everything considered, with an overwhelmingly keen market. This probably accounts for the renewed interest in the stock that sold well up to 3,000 shares during the week.

HALIFAX TAKES OBJECTION TO PHONE INCREASE

Board of Trade Takes Lead in Lodging a Vigorous Protest

DIVIDEND QUESTION

Basis of the Advance Was to Allow Distribution to Shareholders Without Drawing on Reserves

By Special Representative

HALIFAX.—The agitation against the advance in rates by the Maritime Telegraph and Telephone Company has grown and become much more vigorous than ever was expected. Not so much is heard of this protest outside of the City of Halifax. The reason is that it is in Halifax, where the bulk of the increase has been imposed and that instead of a flat rate increase, a new system, the measured service, has been put into effect. Halifax usually takes new burdens without much commotion, for business is so prosperous here that people generally can afford to pay tolls of this and other kinds. But in this telephone advance there has been a kick of peculiar intensity and the kickers have kept up the operation for an unduly long time.

The Board of Trade protested and the matter seemed to be over, but the agitation broke out with renewed heat and the Board asked for a hearing on the proposition that the Utilities Commissioners should rescind their order. The day was set and the delegation appeared in considerable strength, headed by H. R. Silver, at one time a director of the company and at present, no doubt, a holder of a substantial block of shares. The stormy petrel, however, was Michael Dwyer, head of John Tobin & Co., one of the most influential business men of Halifax. Mr. Dwyer charged the company with paying dividends on watered stock and giving away half a million dollars of money in dividends that should have been reserved for extensions and improvements. This kind of financing, he said, had put the company in such a position that it had to advance the rates in Halifax in some cases, such for instance as his own, by 300 to 400 per cent. He protested against what he called a scandalous situation and called for an increase, if there must be one, only on a flat rate basis, so that people might know exactly where they stood. No man could tell where this measured service plan would land telephone subscribers.

A Question of Dividends

It was indicated that the company has not, in recent months, been obtaining enough to pay its 6 per cent. dividends on the common stock and that the balance has been coming out of reserve, but this had no effect on the kickers, even on those of them who might be shareholders to a limited extent. Ald. W. P. Buckley talked of the possibility of people pulling down the company's poles in their rage at the increase, but this was only one of this alderman's figures of speech which he not infrequently indulges in and no one took any stock in what he said.

Though Mr. Dwyer came out so strongly against the measured service and the payment of dividends on the common stock, the Board of Trade delegation as a whole said they were in favor of a limited measured service, but not one so drastic as that now in force, for though they were protesting the new system is actually the one on which bills for the present month will be sent out.

The delegation were told that in one city in British Columbia the measured system is in operation, but nowhere else in Canada, and then the plea was entered that Halifax should be allowed to wait for at least a year till that experiment was demonstrated and not asked to go ahead without a guide.

One thing seems sure, there must be a considerable advance if the present dividends are to continue and if the rates do remain in force there may be still a question as to the future of the common stock as a 6 per cent. security. How the new rates will work out is a still unsettled problem.

The Board announced that it would take the representations that had been made into careful consideration, but no one believes that the order will be rescinded as the delegation asked. It will be some time before any announcement is made, in any case, and the present rates were put in force for a limited period with the promise that the Utilities Commissioners would keep a close watch on developments to see how they panned out.

For Estates of all Sizes—
The Trust Company

Not only to the man of large means is the trust company necessary in the management of property.

Men in all grades of life have appointed this Company their executor. Some have done so because their own businesses have taught them that the most efficient service is usually rendered by the organization equipped and staffed to supply it; others because they realize that for smaller estates economical administration is at least as important as for larger ones.

We invite inquiries about our facilities for performing specific duties.

National Trust Company
Limited

Capital Paid-up, $1,500,000 Reserve, $1,600,000

18-22 King Street East, Toronto

ESTABLISHED 1884

The Financial News

DAILY. ONE PENNY.

Offices: 111, Queen Victoria St., London, E.C. 4

The Financial News is the oldest and most influential Daily Financial newspaper in the world; and is acknowledged to be the most Potent Authority in the World of Finance, and an Advertising Medium of unique value.

SPECIAL FEATURES

Banking, Insurance, Mining, Rubber, Oil, Engineering, Shipping, Land and Estates, Miscellaneous Industries, Etc. Etc.

Read The Financial News
THE GREAT CITY DAILY.

The Future of Your Children

Yes, and your children's children, perhaps, rests with you. A defective Will may deprive them of their just rights and even the necessities of existence.
Appoint a corporation as your executor and ensure an honest and highly capable administration of your estate.

Consultation Freely Invited.
Write to-day for particulars.

MERCANTILE TRUST COMPANY
of CANADA Limited

HAMILTON - - ONTARIO

Cyrus A. Birge, President
S. C. Macdonald, Manager

Major Henry L. Roberts, Vice-President
James Turnbull, Vice-President

Reconstruction and Telephone Service

Telephone service, like other public services, undoubtedly suffered through the war.

Hundreds of skilled telephone workers went overseas. Many trained operators sought temporary positions in munition plants. There was a world shortage of the materials that go to build a telephone system. Our reserves of plant and equipment were drawn upon until they were practically exhausted. Necessary repairs and maintenance work had to wait.

Then came the armistice. The business world sprang into intense activity. The demand for new installations all over our system was enormous.

Now comes the task of getting back to normal —restoring our reserve plant, overtaking arrears of maintenance and repairs, hurrying new construction of local and long distance equipment to meet pressing demands for service.

Our plans for this year involve an outlay for extensions and replacements of over $7,000,000. We are giving intensive training in our operators' schools to hundreds of young women to prepare them for central office positions.

Our chief concern is that our subscribers should get the best possible service under all conditions. Skilled workers, adequate equipment, a resolve to do our best, while realizing that we are all servants of the public—these are the factors which, we hope, will result in the maintenance of the pre-war standard of telephone service.

And we ask the kindly co-operation of all telephone users in—

Making sure of the number by consulting the directory before calling;

Speaking distinctly directly into the mouthpiece;

Answering promptly when the bell rings.

THE BELL TELEPHONE COMPANY OF CANADA

Dominion Textile Company
Limited

Manufacturers of
COTTON FABRICS

MONTREAL TORONTO WINNIPEG

THE
STERLING TRUSTS CORPORATION

5½%

Guaranteed Trust Certificates

Your investment with this Corporation is placed by us on a first mortgage which is earmarked and set aside as a specific security for your Trust Certificate but in addition, the payment to you of interest and principal is absolutely guaranteed on due date.

Authorized by Law for Trust Funds.

HEAD OFFICE-12 KING ST. EAST-TORONTO

At 21 Jordan St.
Toronto

OSLER & HAMMOND

Conduct a General Investment Business

FOR OFFICES, FACTORIES, INSTITUTIONS
STROMBERG-CARLSON
INTER-COMM-PHONES
NEED NO OPERATOR OR SWITCHBOARD
STROMBERG-CARLSON TELEPHONE MFG. CO.,
10 FRONT ST. TORONTO

Provincial Paper Mills Co.
LIMITED

NOTICE IS HEREBY GIVEN that dividends of one and three-quarters per cent. (1¾%) on the Preferred Stock, and one per cent. (1%) on the Common Stock of this Company, have been declared for the current quarter, both payable October 1st, 1919, to shareholders of record at the close of business September 15th, 1919.

S. F. DUNCAN,
Secretary-Treasurer.

Dated, Toronto, Sept. 5th, 1919.

THE RIORDON PULP & PAPER COMPANY, LIMITED

PREFERRED STOCK DIVIDEND No. 29

NOTICE is hereby given that a dividend of 1¾% (being at the rate of 7% per annum) on the Preferred Stock of this Company, has been declared payable September 30, 1919, to shareholders of record at the close of business September 24, 1919.

By Order of the Board.

F. B. WHITTET,
Secretary-Treasurer.

Montreal, September 4th, 1919.

Dominion Textile Company, Limited

NOTICE OF DIVIDEND.

A DIVIDEND of two per cent. (2%) on the Common Stock of the DOMINION TEXTILE COMPANY, LIMITED, has been declared for the quarter ending 30th SEPTEMBER, 1919, payable OCTOBER 1st, to Shareholders of record SEPTEMBER 15th.

By Order of the Board.

JAS. H. WEBB,
Secretary-Treasurer.

Montreal, 26th August, 1919.

KERR LAKE MINES, Limited

61 Broadway, New York, Sept. 3, 1919.

REDUCTION OF SHARE CAPITAL.

The share capital of this Company has now been reduced from $3,000,000 to $2,400,000 by reducing the par value of each share from $5 to $4.

A distribution of capital of $1.00 per share in pursuance of such reduction will be made to shareholders of record at the close of business on September 18, 1919.

Certificates should be presented to the company at its office, No. 61 Broadway, Borough of Manhattan, New York City, on or after the 22nd day of September, 1919, for the payment of $1.00 per share and for the notation on said certificates of the reduction of share capital and of the par value of each share.

KERR LAKE MINES, LIMITED.
E. H. Westlake, Secretary.

The Canadian Crocker-Wheeler Co.
LIMITED

DIVIDEND NOTICE

THE Directors of The Canadian Crocker-Wheeler Company, Limited, have declared a One and Three-quarters per cent. (1¾%) dividend on the Preferred Stock of the Company for the three months ending September 30th, 1919, to shareholders of record September 20th, 1919. Also a dividend of One and Three-quarters per cent. (1¾%) on the Common Stock of the Company for the three months ending September 30th, 1919, to shareholders of record September 20th, 1919.

The stock books will be closed from the 20th to the 30th of September, both days inclusive.

Checks will be mailed to shareholders on September 30th, 1919.

By Order of the Board.

H. C. HOWELL,
For Secretary-Treasurer.

St. Catharines, Sept. 5th, 1919.

Canadian Car & Foundry Company, Limited

NOTICE is hereby given that a dividend of one and three-quarters per cent. (1¾%) on the paid-up Preference Stock of the Company for the quarter ending September 30th, 1919—and an additional one and three-quarters per cent. (1¾%) on account of deferred dividends on said Preference Stock—has been declared payable on the 10th day of October, 1919, to Shareholders of record on September 26th, 1919. The Transfer Books of the Company will remain open.

By Order of the Board.

A. C. BOURNE,
Secretary.

Montreal, August 13th, 1919.

The Molsons Bank

156th DIVIDEND.

THE Shareholders of The Molsons Bank are hereby notified that a Dividend of THREE PER CENT. (being at the rate of twelve per cent. per annum) upon the capital stock has been declared for the current quarter, and that the same will be payable at the office of the Bank in Montreal, and at the Branches, on and after the

FIRST DAY OF OCTOBER NEXT

to Shareholders of record on 15th September, 1919.

THE ANNUAL GENERAL MEETING

of the Shareholders of the Bank will be held at its banking house, in this City, on MONDAY, the 3rd of NOVEMBER next, at three o'clock in the afternoon.

By Order of the Board.

EDWARD C. PRATT,
General Manager.

Montreal, 26th August, 1919.

THREE CHANGES IN DIRECTORATE QUEBEC RAILWAY

J. N. Greenshields Returns With Son and Senator Tessier

THE LAST DEFICIT?

General Feeling That Current Year Will Show Great Improvement—Net Earnings Up $70,000

By Resident Representative

MONTREAL.—The annual report of the Quebec Railway, Light, Heat, and Power Co., as submitted to the shareholders at the annual meeting held in Montreal on Tuesday of this week bore out the forecast published in THE FINANCIAL POST of a deficit of $65,000 for the year. But there was no trace of gloom among the shareholders present. On the contrary, it was felt that this public utility had seen the bottom in its long struggle and that henceforth increasing surpluses would be the order of the day. Several factors that will contribute to this end have been referred to in recent issues, and a new one, it is learned, will aid in this, for the company is making application to the Quebec City Council for permission to increase the fares on the railway, and to maintain for another year at least the increases in the gas rates that otherwise would have expired on the 11th of November, according to the agreement that they were to continue in force only one year after the signing of the armistice.

J. N. Greenshields Comes Back

One of the interesting features of the meeting were the changes that were brought about in the personnel of the board of directors. Three new names were added: J. N. Greenshields, K.C., C. G. Greenshields, and Senator Jules Tessier of Quebec. Two years ago Mr. J. N. Greenshields resigned from the board but now is returning as one of the associates of the president, Lorne C. Webster, who presided this year as successor to the late Sir Rodolphe Forget. These three directors replace L. G. Morin, J. T. Donohue, and Chas. Donohue. The rest of the board were re-elected, comprising Lorne C. Webster, president; Hon. D. O. L'Esperance, vice-president; Chas. Lavigne, L. J. Tarte, Arthur Picard, Paul Galibert, and Brigadier-General Labelle. W. J. Lynch was re-appointed general manager and Arthur Lemoine, secretary.

Drop in "Other Income"

It is clear that some disappointment was felt among shareholders at the existence of a deficit. Fortunately, however, this did not result from any decrease in net earnings from the railway operations, as gross earnings from operations increased by $279,768, while operation and maintenance expenses rose only $208,791, leaving a net gain of $70,976 as compared with last year. The gross earnings for 1919 were $2,077,621, compared with $1,797,852, and operating expenses $1,444,516, as against $1,-235,724, leaving net earnings of $633,-105, as compared with $562,128. Where the earnings as shown this year fell down as against last year was in "miscellaneous income," which dropped from $230,088 to $27,722, or over $200,000, but it is noted that the earnings this year did not include "earnings on Quebec and Saguenay Railway Company's securities." Had this item equalled last year's figures there would have been shown a surplus of over $135,000 in place of a deficit. Just at present, however, the relation of the Quebec-Saguenay to the Quebes Railway Company is unsettled. The $3,500,000 which was received from the Dominion Government for the road is deposited with the trust company against the two French bond issues, which were secured by Quebec-Saguenay bonds held by the Quebec Railway Company. When arrangements are made for retiring these two bond issues the fixed charges of the Quebec Railway will be greatly decreased.

As the statement stands there was a deficit of $65,273 compared with a surplus of $95,307 one year ago, and $200,587 two years ago. The present surplus carried forward into the new year is $682,464, compared with $753,-091 last year.

Profit and Loss Account

	1919	1918	1917
Gross earn.	$2,077,621	$1,797,852	$1,832,031
Oper. exp.	1,444,516	1,235,724	1,155,969
Net earn.	$ 633,105	$ 562,128	$ 676,062
Other inc.	27,722	230,$88	230,850
Gross income	$ 660,827	$ 792,216	$ 906,912
Less fixed ch.	726,101	696,909	706,326
Bal. net inc.	$ 165,273*	$ 95,307	$ 200,587
Surp. forwd.	$ 682,464	$ 753,091	$ 684,572

*Deficit.

Liquid Position Better

In spite of the deficit condition the company's financial position in reference to the relation of current assets to liabilities is really improved by some $160,423 over last year. It is still true that the current liabilities exceed the current assets by $1,183,-913, but one year ago the negative amount was $1,344,336. Cash in hand and accounts and bills receivable have increased, and stores and supplies, the total gain being nearly $400,000. In current liabilities current loans have gone down from $530,110 to $223,218, but deferred and unclaimed interest is up from $826,844 to $1,-034,921, with total current liabilities up from $2,335,223 to $2,565,436.

Liquid Assets.

	1919	1918
Cash on hand	$ 247,762	$ 97,037
Acc. and Bills rec.	897,360	676,208
Stores and Supplies	236,401	217,642
	$1,381,523	$ 990,887
Current Liabilities.		
Accts. pay.	$ 486,791	$ 558,937
Bills pay.	648,633	241,649
Sundry loans	223,218	530,116
Accr. int.	108,995	109,733
Def. and uncl. int.	1,034,921	826,844
Accrued charges	62,877	67,944
	$2,565,436	$2,335,223
Excess curr. liab.	$1,183,913	$1,344,336
Gain for 1919	$ 160,423	

KING EDWARD HOTEL ISSUE FOLLOWS LOAN

Preferred Stock Amounting to Million and a Quarter to Be Issued

Tentative plans have been formulated by Amelius, Jarvis & Company, Toronto, for the financing of the proposed addition to the King Edward Hotel. A holding company has been organized, under the name of the King Edward Hotel Construction Company, Ltd., and already $1,000,000 in bonds have been sold, largely to American investors. There will be no issue of stock in the new concern until after the Victory Loan is concluded, but once the Government's satisfied, there will be no delay in floating the new issue.

There will probably be $1,250,000 or $1,350,000 in preferred stock, paying 7 per cent. dividend, and carrying a bonus of 30 per cent. common stock. The stock will be issued at par. The King Edward Hotel will take $500,000 of the common stock to give it a controlling interest, but there will be no further offerings of common to the public.

The new building, when completed, will be leased to the King Edward Hotel at a rental sufficient to pay 7 per cent. on the preferred and a further 10 per cent. on the common, as well as to provide a sinking fund for the redemption of the bonds. The bonds and the dividends on the preferred stock will be unconditionally guaranteed by the King Edward Hotel Company and the parent concern, the United Hotel Company, which operates sixteen hotels in the United States and Canada. The lease will be for a term of years and arrangements will be made for the calling in of the stock when the lease expires.

The proposed wing will be sixteen stories high and will have 500 rooms, in addition to dining rooms, banquet halls, and an immense combination banquet and lecture hall and roof garden capable of seating 2,000 persons. It is expected to cost about $1,750,000. The ground on which it will be built was purchased from several owners at a cost of $500,000.

NOVA SCOTIA STEEL

Scotia common has not figured on the market to any appreciable extent since the middle of June. Its name is constantly mentioned in connection with a merger with the Dominion and Steel of Canada. Of course, the talk of a merger with Iron has been denied many times. Last time the merger was mentioned it was stated there was too great a margin between Scotia common and Iron common. This difference exists now only in a very slight degree. Scotia mills are reported as being fairly well employed at present, with prospects for the future bright. Last selling of common was at 75, but that was almost a month ago, and only a comparatively small block was traded then. Sales of Scotia preferred have been made more recently, and the price stays well up at 106, although the sales have been most limited, amounting to only a few shares in each case.

Seven Years on City Sales Staff

Young married man with this experience in wholesaling, three years on executive sales staff of large food produce concern, desires to become established with high grade firm where intelligent service will bring advancement. Box 2. The Financial Post.

The Bank of Nova Scotia
Dividend No. 199

NOTICE is hereby given that a dividend of four per cent. on the paid-up Capital Stock of this Bank has been declared for the quarter ending September 30th and that the same will be payable on and after Wednesday, the first day of October next, at any of the offices of the Bank.

The Stock Transfer Books will be closed from the 16th to the 30th proximo, inclusive.

By order of the Board,

H. A. RICHARDSON,
General Manager.

Halifax, N.S., August 15th, 1919.

BRAZILIAN SHOWS GREATER REVENUE BUT NO DIVIDEND

Two Million and a Half Set Aside For Depreciation and Amortization

SATISFACTORY REPORT

Subsidiary Companies Show Increases in Revenues—Assets Stand at $230,000,000 —Renew Note Issue

No change was made in the policy of the Brazilian Traction, Light and Power Company this year and instead of declaring a dividend on the common stock, the directors applied surplus revenue to expenditures on capital account, allotments to amortization reserve and sums written off for depreciation. Earnings showed substantial increases, and the net revenue increased from $5,266,518 in 1917 to $5,419,673 last year, according to the report for the year ending December 31, 1918, which was issued this week. Before arriving at the net revenue for the year provision to the amount of $2,306,700 was made for depreciation, an increase of $1,556,-700 over the sums set aside for this purpose in the previous year. The amounts set aside for depreciation were divided as follows: Rio de Janeiro, $1,647,377: San Paulo Tram, $490,613; Sao Paulo Electric, $168,-710. In addition to these provisions, the company carried over $250,000 to the General Amortization Reserve.

Referring to the dividend situation, J. M. Smith, secretary, says:

"The board for the present are not able to make any definite announcement as regards the resumption of dividends on the ordinary share capital. Until Government restrictions on new capital issues are removed and general conditions become more settled, there is no alternative but to continue to apply the surplus revenue in meeting the capital expenditure necessitated by the growth of the business of the comptnies, including constructional outlay called for by the terms of their concessions, and in liquidating the balance of the floating indebtedness."

A note issue of $7,500,000 is due November 1 next, but it is stated that this will be renewed unless financial conditions should permit the sale before that date of the Rio de Janeiro and Sao Paulo Telephone Company bonds held as collateral for the notes.

Exchange Still Rising

The average rate of exchange for 90-day drafts on London during the year was 13d. as against 12 15/16d. in 1917. Since the end of the year, it is noted, exchange has rapidly risen and at the date of the report, July 3, it stood at 14 5/8d.

A sum of $5,000,000 has been transferred from the Profit and Loss Account to depreciation reserves in order to improve the financial position of the company; of this $2,500,000 was allocated to Rio de Janeiro, and the same amount to Sao Paulo Tramways.

Comparison of the year's figures with previous years are as follows:

	1918.	1917.	1916.
Revenue	$6,122,412	$6,005,138	$5,764,764
Interest	130,051	195,560	254,709
	$6,252,463	$6,203,698	$6,019,473
Charges	158,244	937,180	344,831
Interest	674,546	....	....
	$5,419,672	$5,266,518	$5,674,642
Reserve	250,000	250,000	500,000
Pref. div.	600,000	600,000	600,000
Ord. div.	....	1,064,136	4,251,488
Surplus	$4,569,672	$3,352,382	$323,154

Earnings and Exchange

	1918	1917	1916
	Milreis	Milreis	Milreis
Gross earn.	101,894,163	92,200,309	84,942,232
Net earn.	52,131,535	47,072,968	46,526,196
Exchange	12¾d	12½d	12d
	Dollars	Dollars	Dollars
Revenue	6,252,463	6,203,698	6,019,473
Net revenue	5,419,672	5,266,518	5,674,642

The consolidated balance sheet shows total assets of $230,503,576.-56. Floating assets stand at $13,202,-989 and floating liabilities at $10,-025,836.98. There are reserves for depreciation and amortization amounting to $13,889,922.75, general reserves of $4,860,744.47, and a balance standing to the profit and loss account of $7,758,453.41.

Subsidiaries Growing

Gross earnings of the Rio de Janeiro Trams were 71,025,086 milreis, an increase of 11.2 per cent. Sao Paulo Trams showed gross earnings of 22,469,354 milreis, an increase of 10.89 per cent.

Sir Alexander Mackenzie, president, says in his report to the board:

"Taking all the circumstances into account, the result of the year's operations must be considered as highly satisfactory. There has been steady growth with substantial increase in the receipts of every department of the three companies and notwithstanding the continued high cost of materials and freight, the net revenue in all departments, except the gas, exceeded that of any previous year, the aggregate increase being 5,058,567 milreis.

"The general commercial position of the country is good, and much better than that existing at the outbreak of war. Many new industries have been established, and it is believed that most of these will stand the test of competition under new conditions."

Milton Hersey Company
Limited

Industrial Chemists, Consulting Engineers and Inspectors
Testing and Inspection of all Materials
Mining Engineering and Mine Management
Specialists in Paving Engineering and Testing of all Building Materials

MONTREAL WINNIPEG

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—Not a Prospectus.

Reputation gained by years of vigorous, conscientious and successful work.

Thomas C. Irving
General Manager Western Canada
TORONTO

We have some long term bonds — yielding over 6%—which offer a real opportunity for permanent investment.

Write for our latest Bond List.

F. H. DEACON & Co.
Members Toronto Stock Exchange
INVESTMENTS
97 BAY STREET, TORONTO

PULP and PAPER SECURITIES

Do you Know?

THAT Pulp and Paper is the largest manufacturing industry in Canada.

THAT Canada is the second largest pulp and paper producing country in the world.

THAT Canada exported pulp and paper products last year valued at over $99,000,000.

This industry is growing rapidly. Why not share in this typical Canadian industry while it is yet in its infancy.

Write us for information.

JOHN STARK & Co.
ESTABLISHED 1870
MEMBERS Toronto Stock Exchange
ROYAL BANK BUILDING ... TORONTO

MINES — TIMBER

This Company maintains a special department for the investigation of development propositions in Western Canada, and only those of sterling merit are commended to the consideration of our clients.

LOUGHEED & TAYLOR, Limited
Government, Provincial, Municipal and School Bonds
Galgary, Canada

DON'T RATTLE

Canadian Billings & Spencer Limited Welland

The Mercantile Agency
R. G. DUN & CO.

Consult us before extending credit or if customers are delinquent.

Canadian Offices:

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.

Address enquiries to

R. G. DUN & CO.
Dominion Bank Bldg. Toronto, Can.

There May Be Unexpected Value In Your Unlisted Securities

Let us place a valuation on your holdings and advise you as to their future possibilities.

We are specialists in unlisteds and our service and monthly letters are yours for the asking.

T. A. Richardson and Company
INVESTMENT BANKERS
Royal Bank Bldg., Toronto

Robert Cassels G. H. Brown

Cassels, Browne & Co.
Members Toronto Stock Exchange

318 Dominion Bank Building
TORONTO

Direct Private Wire to New York, Chicago and Washington

THE UNION BANK OF AUSTRALIA, LTD.

Established 1837. Incorporated 1880

CAPITAL—
AUTHORIZED AND ISSUED £7,500,000

Paid-up Capital £2,500,000
Res. Fd. £2,570,000 Together £5,070,000
Res. Liab. of Proprietors £5,000,000

Total Capital and Reserve £10,070,000

Head Office: 71 Cornhill, London, E.C. 3

The Bank Has 181 Branches, viz:

In Victoria	41
In New South Wales	39
In Queensland	19
In South Australia	14
In Western Australia	21
In Tasmania	3
And in NEW ZEALAND	44

Drafts upon these Branches are issued by the Head Office and may be obtained from the Bank's Agents throughout the world. Commercial and Circular Travelling Credits issued—available throughout the world. Cable Transfers are also made. Bills on the Australian State and Dominion of New Zealand are purchased or sent for collection.

Canada Permanent Mortgage Corporation

QUARTERLY DIVIDEND

Notice is hereby given that a Dividend of TWO and ONE-HALF PER CENT. for the current quarter, being at the rate of

TEN PER CENT. PER ANNUM

on the paid-up Capital Stock of the Corporation, has been declared, and that the same will be payable

WEDNESDAY, THE FIRST DAY OF OCTOBER

next, to Shareholders of record at the close of business on the Fifteenth day of September.

By order of the Board.

GEO. H. SMITH,
Assistant General Manager.

Toronto, Aug. 27, 1919.

Under the title "Credits for France and Britain," Chas. Johnston states in an article in New York "Times," Sept. 7, that those countries cannot pay in gold nor goods, and a reservoir of accommodation is required.

COBALT STRIKE CUT PRODUCTION 2,000,000 OUNCES

Men Lose Out in Demand For Recognition of Union

SILVER STOCKS STRONG

Market Was to Register Effect of Settlement and Prices Made Advance All Along the Line

The chief effect of the Cobalt strike was to curtail Canada's already much reduced silver production by about 2,000,000 ounces, valued at present high prices at nearly two and a quarter million dollars, for the striking miners went back to work this week without having their demands recognized. One concession was given them; the base wage was increased, but as the men are affected by this only when the price of silver drops to 80 cents an ounce, they will gain no immediate benefit from it. The mine managers held out firmly against granting recognition to the Miners' Union, affiliated as it was to the notorious Western Federation of Labor, and the men gave in on this point. The managers' offer to meet a local council of workers was accepted by the strikers.

Some of the smaller workings were able to proceed with mining operations this week and among these were Crown Reserve, Kerr Lake and Adanac. The larger mines are still pumping off the water that accumulated during the six weeks of idleness.

The satisfactory end of the strike led to intense activity in Cobalt mining issues, and Monday's sales on the Toronto Standard Stock Exchange were 249,347, the greatest in several months. Prices went up a few points all around, except in the gold stocks, where holders were inclined to unload in order to get in on the silver stocks. Nipissing showed the most spectacular jump and rose 40 points during the morning; a further ten point increase was registered on Tuesday's markets.

LESS ALBERTA COAL

Labor Troubles Reduce Output From Alberta Coal Mines

Owing to strikes the coal output of Alberta for the first half of the current year fell short of the figures for the first six months of 1918, as the following table shows:

	1919	1918
Domestic	799,724	1,320,143
Bituminous	1,227,988	1,502,031
Anthracite	41,411	75,776
Total output	2,069,123	2,897,950
Briquettes	46,822	53,424
Coke	14,599	17,963

LESS METAL MINED

Ontario Shows Decreased Production For First Six Months of Year

As a result of after-war conditions, says a report just issued by the Ontario Department of Forests and Mines, there was a material reduction in Ontario's metalliferous production for the first six months of this year, as compared with the corresponding period of 1918. This is due chiefly to the curtailed production of nickel-copper matte to about half that of 1918, when there was greatest production of these metals that this Province has ever known. The silver output continues its natural decline, although the price of the metal has been rising steadily. Gold, however, shows a slight increase over both the 1917 and 1918 production. Molybdenite, for lack of a market, is not being mined. The precious metals, platinum and palladium, are now recovered at the Port Colborne refinery of the International Nickel Company of Canada, Limited. Lead, along with most other metals, has fallen in price since the close of the war.

Production of the more important metals was as follows:

	1918	1919
Gold	$4,648,164	$4,666,759
Silver	8,267,624	5,951,362
Nickel, in matte	12,385,950	3,535,915
Copper, in matte	4,283,040	1,128,753
Iron, pig	1,034,517	670,512
Total, all metals	$31,574,591	$18,759,829

HERRICK

At the Herrick, camp buildings are being constructed and a diamond drill is in operation. The wagon road to the property has been completed and supplies can now be brought in from Westree station on the Canadian National Railway by team at the cost of about 2c a pound. The diamond drill has been set up west of the Herrick shaft and drilling has been started at a dip angle of 60 degrees. If the vein continues vertical it should be encountered at a depth of about 450 feet. The drill is in lower ground than the shaft, about 30 ft. lower than the collar. When last visited the drill was turning merrily at a depth of about 150 feet. Mr. Fitzgerald, who has the contract for the diamond drilling, is largely responsible for the speed with which the Herrick end of the wagon road was completed. He has a first-class machine and experienced drill men on the job and with any sort of luck should soon have several holes completed that will give information of great value to owners of the property.

WORLD'S GOLD STOCKS AND WHERE THEY ARE

Great Britain Has Largest Relative Proportion of Gold to Outstanding Paper

Russia, as a result of the wild financing of Lenin and Trotsky, has the largest outstanding note circulation of any nation in the world, according to estimates compiled by *Le Matin*, of Paris. Russia also has the largest gold reserve against its paper money, but the proportion of gold to paper is pitifully small. Great Britain, with more gold than notes, has the best comparison between gold and notes; Japan with 81% gold comes next. The following are the statistics compiled by *Le Matin* for the gold reserve and paper circulation of the various countries:

	Francs	Francs
United States	4,528,000,000	12,496,000,000
France	5,556,000,000	34,977,000,000
Great Britain	2,218,000,000	1,972,000,000
Japan	3,523,000,000	4,357,000,000
Italy	809,000,000	9,308,000,000
Russia	9,000,000,000	450,332,000,000
Germany	1,393,000,000	37,272,000,000
Spain	2,290,000,000	3,584,000,000
Holland	1,368,000,000	2,122,000,000
Switzerland	468,000,000	884,000,000

Another point of interest, is that the war has enriched the gold reserve of some countries and impoverished others. The war brought great quantities of gold to the United States; in 1914, the country had a gold reserve of only one billion francs; it is now over four and a half billions. The gold reserve of Spain has risen from 543,000,000 fr. in July, 1914 to 2,290,000,000 in January, 1919; in Holland from 338,000,000 to 1,368,000,000 and in Switzerland from 170,500,000 to nearly 500,000,000.

DAVIDSON CONSOLIDATED

The prospectus of the Davidson Consolidated Gold Mines, Ltd., now issued, estimates the available ore reserves of the company's properties at 171,500 tons, running from $8 a ton near the surface to $19 a ton at the 500-foot level. These figures are based on an estimate of gross ore reserves at the main shaft only, and it is thought that similar conditions will be found to prevail throughout the remainder of the mine, which covers an area of 420 acres in the Porcupine district. The authorized capitalization of the new company is $5,000,000, divided into shares of a par value of $1, and of this amount $1,000,000 will be retained in the treasury. Officers and directors are G. C. Crean, president; H. H. Sutherland, vice-president; L. C. Platt, secretary; C. W. Moodie, J. J. Davis, E. A. Snowman, directors.

KIRKLAND

There is considerable speculation in Kirkland Lake with regard to what the future action of the Kirkland Lake Miners' Union will be now that the labor strike at Cobalt has terminated. It is generally conceded that the strike at Kirkland Lake was brought on prematurely, and involved an aggregate of mines which were the least able to bear up under increased demands. Furthermore, the mine managers went the full limit and met their employees in open conference, yet in spite of frank discussion the union declared the strike on June 12.

DOME

Dome Lake shareholders yesterday afternoon ratified a by-law passed by the directors a few weeks ago, empowering them to borrow money from time to time on debentures. Moneys raised in this way will be for the development of the property, and the taking care of the company's general business. Ratification is said to have been granted practically without dissension. As near as can be ascertained, the Dome Mines is now realizing a net profit at the rate of about thirty per cent. on its issued capital. It is stated, as pointed out last week in these columns, that about 900 tons of ore are being treated daily, and an output of about $250,000 being recorded monthly. Of this, it is estimated about fifty per cent. is net profit, or, to be conservative, about $100,000 should represent net profits. Capitalized at 500,000 shares of the par value of $10 each, and with only 400,000 shares, or $4,000,000, issued, the Dome need only earn $66,600 net profits monthly to meet its former rate of dividends of 20 per cent. Provided the company is actually earning $100,000 net profit monthly, the return is equal to 30 per cent. on the company's issued capital.

MINING STOCK QUOTATIONS

Week Ending Sept. 10.

	High.	Low.	Close.	Sales.
Adanac	14½	11¾	11¾	125,400
Apex	3¼	..	..	1,000
Atlas	25	24	24¾	3,600
Bailey	4½	..	..	2,000
Beaver	43½	41½	43	18,500
Cham.-Ferland	10	9½	10	2,500
Coniagas	2.85	2.61	2.70	800
Crown Reserve	44	40	41½	19,204
Cons. Smelters	30¼	29½	30	887
Dome Exten.	35	33½	33½	13,300
Dome Lake	18½	17	18½	1,000
Dome Mines	14.90	14.50	14.60	1,035
Hargraves	2⅞	..	..	2,000
Hollinger	6.95	6.60	6.60	3,630
Keora	21	20	20¾	30,660
Kirk. Lake	43	42	42¼	9,000
La Rose	42	40	41¼	4,000
McKinley-Dar.	67	65	67	6,400
McIntyre	1.90	1.86	1.90	11,307
Moneta	12	..	..	1,500
Newray	18	16	18	2,100
Nipissing	11.75	10.75	11.65	6,567
Ophir	5½	4	5	91,500
Pete. Lake	14	12¾	13¼	22,400
Porc. Imperial	1½	..	..	1,300
Porc. Crown	33½	32	32½	7,200
Porc. Tisdale	2½	2⅜	2½	34,000
Preston	3⅜	..	..	1,000
Schumacher	24¾	23	23	9,550
Teck-Hughes	24½	20½	23½	33,900
Timiskaming	45	40	42	64,650
Thomp.-Krist.	9	8½	8½	7,000
Trethewey	37	34½	35½	23,375
V. N. T.	23½	22½	23	16,000
West Dome	12	10¾	11	17,500
Wasapika	88	88	88	15,300
Gifford	2½	2	2¼	66,000
Lake Shore	110	104	107	7,800
Davidson	68	63	63	5,100
Mining Corp.	1.80	1.75	1.75	1,125

PRESSED METALS FOREIGN PATENTS TO NEW CONCERN

International Bushings Co. Capitalized at Twenty-Five Million

NO PUBLIC ISSUE

Holders of Pressed Metals Stock Will Take Up Initial Issue of New Organization —New Sarnia Factory

Until the first directors' meeting, which will be held in a few days, little can be said of the plans for the future of the International Bushings Company, Ltd., which has been incorporated at Ottawa with an authorized capitalization of $25,000,000. Officers will be elected at this meeting, and details for the financing of the new concern and the transfer of the foreign patent rights of the Pressed Metals Company, Ltd., will be dealt with at the same time.

It is stated by officials of the Pressed Metals Company that the new organization will be a holding concern, though there is a possibility of it engaging in the manufacture of bushings in the countries where patent laws make it necessary, and where tariff arrangements make it more economical to manufacture on the spot. The Canadian patent rights will be retained by the Pressed Metals Company, which may engage in the export trade to New Zealand, Australia, South Africa and South America. European and British trade will be attended to by the new concern, if it is decided to make it a manufacturing organization.

Work has already commenced on the Port Huron factory of the Pressed Metals Company, where 120,000 bushings a day will be turned out. Of these the largest percentage, or approximately 40,000,000 a year will be taken by the Ford Motor Company. In addition tubes of various sizes for automobile radiators will be manufactured. At the Toronto plant 30,000 bushings a day can be manufactured, but when the Port Huron factory is completed another will be erected at Sarnia to look after the Canadian business and possibly all the business within the Empire.

Company's History

The process that has led to this tremendous development was worked out during the war when the company was manufacturing shrapnel tubes. These were formerly turned out of brass tubing, but a process was invented whereby they could be stamped out of small, hot lumps of brass, the entire process being performed in about three seconds at a very small cost. With the signing of the armistice the company turned its attention to the manufacture of automobile tubes and bushings, which are also stamped out of brass instead of being turned on the lathe as formerly. So economical is the process, say officials of the company, that the bushings now being made for the Ford Co. are sold at considerably under the Ford factories' cost of manufacture. It is because of the universal market for bushings of this nature that the firm feels their $25,000,000 capitalization is not excessive.

The public will not have an opportunity of taking any of the initial issue of stock, according to present plans, as it will be divided among the present holders of Pressed Metals stock, according to a plan to be agreed upon by the directors. The present board of directors is as follows: President, C. E. Calvert, Toronto; vice-pres., J. W. Leighton, Toronto; directors, J. R. L. Starr, Toronto; S. Goldsmiths, New York; H. L. Nussbaum, New York; W. R. Johnston, Toronto, and Edward Hay, Toronto.

The history of the present company provides an example of a war-born industry that grew to proportions hardly dreamed of by its original founders. The company was organized early in the war by J. W. Leighton, now the vice-president, and $60,000 in stock was issued. In July 1917 the company was re-incorporated as a result of the invention of the new process and was capitalized at $2,000,000 of which $250,000 was preferred stock. With the exception of a small amount of treasury stock sold for cash, the entire issue was given as a bonus to the old stockholders. The stock did not appear on the market to any great extent until after the armistice when it could be purchased for $25 a share. Three months ago it had risen to $60 a share and latest quotations show that $225 a share is being demanded.

• Weekly reports from employers in Ontario and Quebec to the Eastern Clearing House of the Employment Service of Canada Department of Labor, indicate that, apart from unemployment due to strikes, there was a slight increase in employment during the week ending August 23rd, but not to the extent anticipated in the returns for the preceding week.

PICCADILLY
LONDON
Smoking Mixture

THE FINEST QUALITY PIPE TOBACCO, THIRTY CENTS PER PACKAGE

A SAVING OF 36% ON YOUR CABLE BILL

WILL ADD TO YOUR PROFITS

Mark your messages to the United Kingdom "VIA MARCONI" and file at any Telegraph office or

The Marconi Wireless Telegraph of Canada Limited
173 WILLIAM STREET, MONTREAL MAIN 8144

Rushing your men and overloading your equipment to increase production adds to your costs and reduces your standards. Our production systems decrease costs and improve standards.

THORNE, MULHOLLAND, HOWSON & McPHERSON
BANK OF HAMILTON BLDG. *Industrial Advisors* TORONTO, ONT.

The Executive's Business Ally

For the executive who wants privacy—who wants undisturbed quietness when he's concentrating on a particular problem, and yet wants all the matter on that proposition close at hand—will find his ideal in an "Office Specialty"

SECTIONAL STACK

Suppose you, the buyer, have an attractive "buy" offered to you "right", and you want to work over the advantages and disadvantages of accepting it—quietly. Here are copies of your previous requisitions—quantities you've used before—prices—everything you need to help you arrive at a satisfactory decision, and without any annoying interruptions.

Or suppose, Mr. Salesmanager, you're working on a new problem of marketing. You want your territorial consumption figures—your unit selling cost figures—you want your routing maps in front of you—you want these and you want quietness in which to use them. A Sectional Stack in your office will hold all these vital records and give you access to them quickly.

And so with any and every executive. There's a place for any kind and all your records, and the quickness it gives you in getting at them will double their value to you.

Of course, for general office record-keeping purposes, they serve their mission mighty well. You can add to your stack as your records increase—as your business grows.

A descriptive catalog sent on request. Get one for your files, to-day

THE OFFICE SPECIALTY MFG. CO., LIMITED
Home Office NEWMARKET Canada

Filing Equipment Stores at:
Toronto Montreal Ottawa Halifax Hamilton Winnipeg Regina Edmonton Vancouver

OFFICE SPECIALTY FILING SYSTEMS

913

GEO. O. MERSON & COMPANY
CHARTERED ACCOUNTANTS
AUDITS, INVESTIGATIONS, ACCOUNTING SYSTEMS
LUMSDEN BUILDING
TORONTO

We wish offerings, particularly
Maritime Province Issues
CORRESPOND WITH
W. F. MAHON & CO. Halifax

EXPORT TRADE

The extensive foreign connections of this Bank enable us to place at the disposal of our customers the best existing world-wide banking facilities.

Our local Manager is in a position to give you both assistance and advice. 207

IMPERIAL BANK
OF CANADA

152 BRANCHES IN CANADA.

Agents in Great Britain: ENGLAND—LLOYDS BANK LIMITED, London and Branches. SCOTLAND—THE COMMERCIAL BANK OF SCOTLAND, LIMITED, Edinburgh and Branches. IRELAND—Bank of Ireland, Dublin and Branches. Agents in FRANCE: CREDIT LYONNAIS, LLOYD'S BANK (France) and NATIONAL PROVINCIAL BANK (France) LIMITED.

THE BANK OF NOVA SCOTIA

INCORPORATED 1832

Capital, - - - -	$ 9,700,000
Reserve Fund - - -	18,000,000
Total Assets, over - -	220,000,000

GENERAL MANAGER'S OFFICE, TORONTO

H. A. Richardson, General Manager

BRANCHES:

CANADA—In all the larger cities and towns and throughout each province—254 branches.
NEWFOUNDLAND—St. John's and 18 other points.
JAMAICA—Kingston and 9 other points.
CUBA—Havana.
PORTO RICO—Fajardo and San Juan.
UNITED STATES—New York, 52 Wall Street; Boston and Chicago.

CORRESPONDENTS:

LONDON, ENG.—London Joint City & Midland Bank, Ltd.
NEW YORK—Bank of New York, N.B.A.; National Bank of Commerce.

Collections made at lowest rates and returns promptly remitted. Accounts of firms, corporations and individuals carried on most favorable terms.

Correspondence Solicited

LLOYDS BANK LIMITED.

Head Office: 71, LOMBARD ST., LONDON, E.C. 3.

CAPITAL SUBSCRIBED	- £55,962,850
CAPITAL PAID UP	- 8,954,056
RESERVE FUND	- 9,000,000
DEPOSITS, &c.	- 267,966,438
ADVANCES, &c.	- 81,072,134

THIS BANK HAS OVER 1,300 OFFICES IN ENGLAND AND WALES.

Colonial and Foreign Department: 17, Cornhill, London, E.C. 3.

The Agency of Foreign & Colonial Banks is undertaken.

Affiliated Banks:
THE NATIONAL BANK OF SCOTLAND, LTD. LONDON & RIVER PLATE BANK, LTD.
French Auxiliary:
LLOYDS BANK (FRANCE) AND NATIONAL PROVINCIAL BANK (FRANCE) LIMITED.

NIAGARA FIRE INSURANCE COMPANY

Incorporated 1850 Head Office: NEW YORK

Cash Capital: $1.000.000.00.
Total Assets Dec. 31st, 1918: $10.286.583.97

Canadian Department: MONTREAL W. E. Findlay, Manager
Toronto Agents: - - Murphy, Love, Hamilton & Bascom

Service for Corporations

Officials of Public Companies should be relieved of all possible detail and responsibility. The Union Trust Company is authorized and organized to be of assistance in several particulars:

1. Secretary, financial agent or book-keeper.
2. Trustee for bond or debenture issues.
3. Transfer agent and registrar of shares.

The Trust Company's appointment in any or all of these capacities will increase public confidence in any corporation and place the technical duties involved, on the shoulders of specialists. Your enquiries will be appreciated.

Union Trust Company
LIMITED

Henry F. Gooderham, President

Head Office: Corner Bay and Richmond Streets, Toronto

Winnipeg London, (Eng.)

152

Business Founded in 1795

AMERICAN BANK NOTE COMPANY

(Incorporated by Act of the Parliament of Canada)

BANK NOTES, BONDS, STOCK CERTIFICATES, CHEQUES AND OTHER MONETARY DOCUMENTS

SPECIAL FACILITIES FOR THE PREPARATION OF MUNICIPAL DEBENTURES

HEAD OFFICE and WORKS
OTTAWA

Branches:
TORONTO MONTREAL WINNIPEG

MONEY BANKING AND EXCHANGE

NEW YORK FUNDS SHOW DECLINE TO THREE PER CENT.

Several Months Since Rate So Favorable to Canada Has Been Shown

REASONS GIVEN

Easier Market is Expected as a Result of American Investments in Victory Loan and Grain Shipments

Local bankers and financiers are puzzled at the action of New York funds this week, when the market declined from around 3 13-16 to 3 per cent., at which rate transactions were being made Friday. Several explanations were offered, the most popular being that traders anticipate a lower rate to result from the coming Victory Loan, which, it is expected, American investors will support. Another observer gave as his reason for the drop that banks having large balances in the United States are now moving money back to Canada as they realize that the high exchange rate of 4 or 5 per cent. that has prevailed has probably passed, for a while at least, and there is no longer such a need for them to keep balances in New York to attend to American business. Now that the tendency is for easier rates they are taking advantage of the better market to bring their balances home. Still a third explanation is forthcoming: the season of grain shipments is approaching and transaction in wheat between the United States and Canada always has a tendency towards a satisfactory balancing up of exchange rates.

It is several months since New York funds were at such a low premium. It is hard to prophesy just how low they will go as the market has been very erratic in the past when more favorable conditions were expected. On Friday the rate opened at 3 per cent. and remained steady at that rate. The market is very favorable now for the transfer of funds to New York as there is almost certain to be a stronger market towards the end of the month, even should the rate go lower in the next few days. The higher rates, if they come, will probably be temporary, however, as the Victory Loan and grain shipments will have a tendency to a lower price. The course of New York funds for the week has been as follows:

September 5. New York funds opened at 3 13-16, but later transactions showed a decline to 3 25-32, and 3 23-32. The close was stronger, funds rising to 3¾.

September 6. The market for New York funds was narrow and sales were made at 3 11-16 and 3¾ all day, the market closing at the latter figure.

September 8. New York funds showed another slight falling off from yesterday's rate. The opening was at 3 11-16, falling to 3⅝ on later transactions. It rose again to 3 21-32, but this gain was momentary as the close was at 3⅝.

September 9. The opening for New York funds was at 3⅝, but shortly after funds were sold at 3 9-16. Other sales took place at 3 19-32, closing at 3 17-32, with the market still showing a downward tendency.

September 10. This was a holiday on the New York market, but New York funds changed hands in small amounts at 3½, breaking to 3 7-16, where the market held till the close.

September 11. The opening was at 3¼, selling still downwards at 3 3-16.

There was little change in sterling during the week. Following a temporary drop to $4.13¼ on the 6th, the market strengthened and $4.16½ was being asked for demand sterling on Friday. Francs showed a decline of 18 centimes. An explanation of the decline was given as increased exports to France.

The fluctuations for the week were as follows:

	Sterling		Francs	
	Demand	Cables	Demand	Cables
Sept. 5	4.14¾	4.15½	8.34	8.32
Sept. 6	4.13¼	4.14½	8.34	8.32
Sept. 8	4.14½	4.15¼	8.32½	8.31
Sept. 9	4.15	4.15¾	8.31	8.29½
Sept. 10	4.15⅜	4.16¾	Holiday	
Sept. 11	4.15½	4.16¼	8.44	8.42
Sept. 12* ...	4.16½	4.15¼	8.51	8.50

*Opening.

MANAGER OF QUEBEC BRANCH

L. T. Des Rivieres Will Look After Interest of L. G. Beaubien & Co.

L. T. Des Rivieres, lately manager of the Quebec branch of La Banque Provinciale, has been chosen manager in that city for L. G. Beaubien & Co., stock brokers, of Montreal. Mr. Des Rivieres has had a fifteen years' experience with the Royal Bank and Banque Provinciale. He belongs to a prominent French-Canadian family, his mother being a sister of Hon. L. A. Taschereau, the Attorney-General of Quebec. He is a grandson of the late Judge Taschereau of Quebec.

J. G. Beaty & Co., stockbrokers, 6 King St. W., have opened an office at 17 Main St. E., Hamilton.

MERCHANTS' BANK TOUR

Directors And General Manager Looking Into Western Conditions

The annual Western trip of the directors and general manager of the Merchants' Bank will terminate within a few days, the date fixed for the return to Montreal being Tuesday of next week. A letter has been received by the bank from D. C. Macarow, the general manager, in which he speaks with great confidence of the future of our Western country. This year the party, which left Montreal on 22nd August, consists of Sir H. Montagu Allan, K. W. Blackwell, Farquhar Robertson, A. J. Dawes, G. L. Cains, F. Howard Wilson and D. C. Macarow, general manager.

BRITISH BANK MERGER

A report from London states that Lloyd's Bank is absorbing the West Yorkshire Bank, offering five Lloyd's shares and £20 cash for every four West Yorkshire shares. This is equivalent to a total of £1,500,000. The West Yorkshire Bank's deposits are about £10,500,000. This is the third bank merger in three weeks, the others being the Union Bank's absorption of the Sheffield Bank and Liverpool and Martin's absorbing the Palatine.

DOMINION

The Dominion Bank announces the opening of a sub-branch at Petersfield, Man., under the supervision of the manager of the Selkirk, Man., branch. The sub-branch will be opened for business on Tuesdays and Thursdays only for the present.

A branch of the Dominion Bank has been opened at Walkerville, Ont.

Mr. Ryan, of the Marmora branch of the Dominion Bank, has been transferred to the branch at Montreal.

HAMILTON

The Bank of Hamilton has opened a branch at Rosenfeld, Man., under the management of William Redford.

The Bank of Hamilton have secured the premises formerly occupied by the Sovereign Bank at Goderich, and will shortly open a branch at that point.

STERLING

A. J. Hunt has been appointed manager of the Cornwall branch of the Sterling Bank, together with supervision of the branches in his district.

H. S. Calder has been appointed acting manager at the Myrtle Station branch.

A. M. Rice has been appointed manager of the branch at Straffordville.

H. Dunlop, who has returned from military service, has rejoined the staff of the Sterling Bank at Montreal.

Mr. McIntosh, who was at the Wadena branch, has been transferred to the branch at Gilbert Plains.

J. H. Biggins, who has been assisting at the Duntroon branch, has been transferred to the Fenelon Falls branch as teller-accountant.

D. W. McClure, who has been at the front for three years, has rejoined the staff and is now at the Wadena branch.

OVERSEAS BANK

Advices from London indicate that the Overseas Bank recently organized there quickly found favor with the investing public. It had been intended to hold the subscription books open for a week for the sale of 180,000 "A" shares, but on the first day subscriptions were received for 740,000 shares. The capitalization is $5,000,000. Allotments will be made pro rata, and the bank was to commence operations about September 1.

HOME

The Home Bank of Canada has received a permit from the City Architect to erect a branch office of brick and stone to cost $20,000. The building will be situated at the southwest corner of Danforth avenue and Main street.

TORONTO

The Bank of Toronto has opened branches at Terrebonne, Que., and Stettler, Alta.

T. F. How, general manager of the Bank of Toronto, who has just returned from his annual visit to the West, stated "the bank's business in the West has been increasing very rapidly in the last few years. Our bank has now 62 branches in the West, and the grain business has increased to such an extent that we have found it necessary to open a branch at Fort William."

ROYAL

J. B. Leavitt, formerly inspector of the Royal Bank in Cuba, has been appointed fourth agent of the bank in New York.

UNION BANK

The new Berwick, N.S., branch of the Union Bank of Canada was formally opened for business this week under the management of Peter McLeod, formerly of Kinburn, Ont. This is the sixth branch added to the bank's Maritime Province chain of branches since the first of the year.

F. W. S. Crispo, assistant general manager, according to the Winnipeg Tribune, returned to the home office at the end of last week after three weeks in Eastern Canada. Mr. Crispo is reported as having stated that he found business conditions good and the "Maritime Provinces commencing a new era of prosperity."

George Wilson, assistant general manager at Toronto, returned to the city this week after a visit to New York, where he attended a meeting of the board of directors of the Park-Union Foreign Banking Corporation to place before the directorate the results of his mission to the Orient, from which he has lately returned.

J. H. Hodgins, manager of the statistical department at Toronto, has been elected a member of the Financial Advertisers' Association, which is the bankers' unit in the Associated Advertising Clubs.

The Goderich Signal in a recent issue bears tribute to the assistance afforded by Mr. Woolcombe, local manager of the Union Bank of Canada, in bringing to Goderich the $10,000,000 steel enterprise which has decided to locate in Goderich.

The Union Bank of Canada is acquiring new quarters in the Anderson Block at Ridgetown, Ont., where H. G. Small is manager.

SUBSTANTIAL GAINS ARE SHOWN IN THE BANK CLEARINGS

Halifax and Moose Jaw Only Two Cities to Show Falling Off

DOMINION GAIN 25.3%

Prince Albert Showed Largest Percentage Gain of 90.5% —Gain in East 20.3% and in West 42.9%

For the entire Dominion bank clearings for the week ending September 11, showed an increase of $66,797,602, or 25.3 per cent. The gain in the East was $41,545,988, or 20.3 per cent., and in the West $25,251,614, or 42.9 per cent. In the East, Halifax was the only city to show a falling off, while the city to show the largest percentage gain was Windsor, with a total for the week at $1,880,439, an increase of 81.1 per cent. Kitchener came next with a gain of 53.6 per cent. Montreal gained 17.8 per cent., and Toronto 20.8 per cent.

In the West, Moose Jaw was the only city to report lower returns. Prince Albert led with an increase of 90.5 per cent., while Edmonton showed an increase of 62.7 per cent., and Winnipeg a gain of 62.5 per cent. Following are the returns for the week:

Eastern Cities.	Sept. 11, 1919		Change	%
Montreal	$ 126,563,658	+	$ 19,173,472	17.8
Toronto	80,896,897	+	13,951,038	20.8
Ottawa	9,378,315	+	2,777,033	42.0
Hamilton	6,093,413	+	983,946	19.2
Quebec	6,215,391	+	1,373,139	28.3
Halifax	4,683,290	—	68,559	1.4
London	3,345,487	+	829,017	33.0
St. John	3,180,206	+	827,761	35.1
Brantford	1,109,788	+	281,916	34.0
Peterboro	718,118	+	22,830	3.2
Sherbrooke ...	1,090,156	+	207,510	23.5
Kitchener	987,280	+	344,462	53.6
Windsor	1,880,439	+	842,423	81.1
Total, East. ..	$ 246,142,388	+	$ 41,545,988	20.3
Western Cities	**Sept. 11, 1919**		**Change**	**%**
Winnipeg	$ 43,097,376	+	$ 16,571,801	62.5
Vancouver ...	14,832,551	+	1,998,133	15.5
Calgary	6,653,904	+	1,340,067	25.2
Edmonton	5,225,287	+	2,013,122	62.7
Victoria	2,971,762	+	940,156	46.3
Regina	4,504,216	+	1,486,443	49.2
Saskatoon	2,123,074	+	571,679	36.8
Moose Jaw ...	917,719	—	274,118	23.0
Ft. William ..	848,704	+	179,532	26.8
Brandon	718,322	+	150,171	26.4
Lethbridge ...	750,955	+	10	....
N. Westminster	601,909	+	37,847	6.7
Medicine Hat .	421,133	+	25,673	6.5
Prince Albert	444,545	+	211,098	90.5
Total, West. ..	$ 84,111,457	+	$ 25,251,614	42.9
Grand Total	$ 330,253,845	+	$ 66,251,614	42.9
Yr. to date. .	$9,939,975,978	+	$1,359,443,704	15.8

GRAIN BOARD'S REPORT

Shows Surplus of Half Million on Two Year's Work

A surplus of over half a million dollars, $300,000 of it in Victory bonds, and $216,632 in cash, is reported by the Board of Grain Supervisors on its operations for the past two years, when under the chairmanship of Dr. Robert Magill, secretary of the Winnipeg Grain Exchange, it has been handling the Canadian grain crops. During each of the two years the Board has had a revenue from interest, coming from the exporters, more than sufficient to meet operating expenses. Administration expenses took only $122,209 of the receipts, which amounted to $10,168,721 for the two years.

Dominion Canners Limited

DIVIDEND NOTICE

PREFERRED STOCK

NOTICE is hereby given that the quarterly dividend of 1¾% has been declared on the Preferred Stock of the Company.

The above dividend is payable on October 1st next to Shareholders of record at the close of busines son Sept. 20th next.

By Order of the Board.

W. R. DRYNAN,
Sec.-Treas.

Hamilton, Sept. 10th, 1919.

Ames - Holden - McCready
LIMITED

NOTICE is hereby given that a dividend of one and three-quarters per cent. (1¾%) on the Preferred Shares of the Capital Stock of Ames Holden McCready Limited has been declared, payable October 1st, 1919, to shareholders of record of September 19th.

By order of the Board.

S. J. LeHURAY,
Secretary.

Montreal, September 12th, 1919.

ATLANTIC SUGAR REFINERIES
LIMITED

NOTICE is hereby given that a dividend of one and three-quarters per cent. (1¾%) on the Preferred Shares of the Capital Stock of Atlantic Sugar Refineries, Limited, has been declared, payable October 1st, 1919, to shareholders of record of September 19th.

By order of the Board.

S. J. LeHURAY,
Secretary.

Montreal, September 12th, 1919.

MAKE YOUR FORTUNE LIVE AFTER YOU

MANY men, during a lifetime of hard work, have earned and accumulated a fortune, which, after their death, has been dissipated through mismanagement, ignorance and extravagance.

You can guard against such a contingency and make your fortune live on after you; make it perform your cherished wishes, by placing it in trust with The Royal Trust Company.

The Officers of this company will be glad to correspond with you regarding any trust matters you may have in mind.

THE ROYAL TRUST Co
EXECUTORS AND TRUSTEES

SIR VINCENT MEREDITH, Bart - - - *President*
HUNTLY R. DRUMMOND - - - *Vice-President*

HEAD OFFICE; MONTREAL

Toronto Office and Safety Deposit Vaults:
59 Yonge Street, Toronto

BRUCE L. SMITH - *Manager*

BRANCHES

CALGARY WINNIPEG TORONTO VANCOUVER
VICTORIA ST. JOHN, N.B. HAMILTON OTTAWA
QUEBEC REGINA HALIFAX ST. JOHNS, NFLD.
EDMONTON

761

NEWS AND VIEWS FOR MANAGERS

PERSONAL TOUCH VERY IMPORTANT WITH WORKERS

How One Manager Built Up His Savings Accounts

WENT ON THE STUMP

Hyde Park Tactics Employed to Get Men's Interest—Special Service Offered to the Foreigners

A bank manager remarked to me this week: "That article on the managers' page last week on 'Check Idea for Paying Workers is Not Favored', meets my view exactly." So again I had run up against the pessimist on this suggestion from across the border. This manager at the same time thought there might be some merit where smaller firms were involved. As for himself, he had to face several of the larger manufacturing concerns where the employees ran into several thousands rather than scores or even hundreds. Indeed, head office had asked him for his views on the subject, and they were very pronounced, although as yet unexpressed.

He ran over the objections raised in last week's issue by the managers who were quoted, and added from his own experience that frequently there were men of foreign birth and language employed who particularly would resent being compelled to run to a bank to get the cash. The pay envelope was the only method to which they had been accustomed, and any effort at "education" would be wasted.

Another point he raised was that in the most of cases of plants of any size a proportion of the men, large or small it might be, would live at some distance away from the works and might have their accounts at another bank, and would not consent to having a second account. In their case if they came to the bank at all it would simply be to draw out the entire amount of the cheque. This would mean extra work for nothing for the bank.

Accounts for Employees

This manager gave an instance of another method that he had been asked to look into—one that is employed in a number of firms in Canada. In this case the firm deposits in a branch bank the amount of the week's or two weeks' salary to the credit of the employee, without cheque, and if he wishes to withdraw it he must make out a cheque against the account. This method I have heard works fairly satisfactorily in a number of cases, but this manager with large plants to cater to would have none of it. He objected that this would be even worse than the cheque plan, for it would mean the opening up of new accounts for each one of the employees in the thousands in his case, and the most they would do would be to draw out each time the whole amount, having the account balance beautifully, with no advantage except the work of entry and payment for the bank itself. For large firms this objection, it will be admitted, would be fatal to the scheme, but later on the smaller plants' experience will be related.

Talks With Workers

One manager, after destructive criticism embarked on a positive tack in the way of suggestions for getting workmen's accounts, which he valued highly in spite of his uncomplimentary attitude towards the cheque payment plan. He himself had succeeded in building up a large clientele among workmen in his district. His first suggestion was to go after them. He related a rather amusing instance, but quite instructive as well from his own experience, where he had visited works in the neighborhood and talked to small groups of the men at noon hour on the advantages of starting savings accounts. The opportunity at one time was peculiarly opened up for him, for he learned that a number of workmen were employed from other countries, and the idea came to him to discourse—after the manner of the "soap-box" orator—on the service the bank could provide them in the way of forwarding their money to their own country. All they had to do was to start an account and from time to time as it accumulated the bank would forward it to a bank in their own country or wherever they wished it sent. Explanations were added of the small cost of transferring the funds, etc. The talks were immediately followed by good results.

But there were the home workmen to get at, and a similar method was used to some extent. In addition permission was received from the plant to set up placards calling the attention of the men to the advantages of a savings account—these cards of fairly large size being located in the yards of the plant. Similar cards were placed in the windows of the bank. One of these read as follows:

MEN
Deposit your savings with
The ——— Bank
A few dollars put away each pay day
soon mounts up.
BE A SAVER

The Personal Touch

But mostly he found that it was his personal contact with the men in going around the district, or meeting and chatting with them when they happened to come into the bank; or through the agency of some other depositor—a friend of theirs who was satisfied—that brought an increase in the savings accounts. Here he thought the manager was the chief agent in increasing this business. He must be of a cheerful, friendly disposition, and both he and his staff must use that, and avoid offence when mistakes were made or questions asked, no matter how much ignorance was revealed on banking methods.

Then he touched on a point that will be brought home once again to the bank managers, the safekeping of Victory bonds for customers. In this district the offer was made and became well known in connection with this bank that Victory Bonds would be kept for the depositor; a savings account was not insisted on, but the men took it as an unwritten law that in fairness to the bank, they should start an account for the service rendered in looking after their bonds. This was the source the past two years of a large number of additional accounts, and the manager looked forward to having a repetition of the same experience with new investors who were induced to buy the forthcoming Government bonds.

It must not be supposed that this "free" safety deposit service was done at the expense of the regular deposit vaults of this branch. These are fully taken, even the $10 ones. Indeed, no difficulty was experienced in renting every one, simply by bringing the idea before certain customers. So strong is the demand that a new "nest" will shortly be installed. But besides these the bank looks after the bonds for those who might not want to pay rental for a box of their own. Not only so, but the bank undertakes to cut off the coupons as they become due, and deposits them to the credit of the account. All of which is appreciated by the workmen who predominate in this district.

Pay cheques, or pay cash envelopes, good or bad, the bank managers should start at once on their campaign to win the support of the workingmen who will invest in such large numbers in the campaign that will start the last week of October.—J.W.T.

BANKS TAKE MUCH INTEREST IN WEST

Large Number of Officials Have Been Making Tours of Inspection

By Special Representative

VANCOUVER.—Canadian chartered banks are showing great interest in the development of the West this year, as is evidenced by the number of officials who have recently visited the prairies and the coast. First came Sir Edmund Walker, Sir John Aird and party of the Canadian Bank of Commerce. Then Sir Frederick Williams-Taylor, general manager of the Bank of Montreal, put in an appearance. Later a party of seven directors of the Merchants Bank headed by Sir Hugh Montagu Allan visited Vancouver on an inspection trip following conferences of all the Western managers at Winnipeg and Edmonton. Next week Edson L. Pease and party of the Royal Bank and H. A. Richardson of the Bank of Nova Scotia are due to arrive.

Sir Hugh Allan, when here, said that while the United States had profited greatly from her war activities which had added great strength to her financial standing, he did not believe that the international clearing house of trade and commerce would be moved from London to the American metropolis. For many years, he said, the leading commercial markets of the world had done business by draft with London, and he did not believe the system would be changed. National leaders were a unit in saying that only the strictest economy and greatest production would again place Britain on her feet. In this opinion the same attitude should be adopted in Canada. Great Britain with her wealth of manufacturing facilities and Canada with her raw materials should bring about a most desirable combination.

The First National Bank of San Francisco is making lists of its customers, segregated according to industry, and sending these lists to its other depositors, recommending the ones on the list as good people to do business with.

BUSINESS CHANCES AT THE FALL FAIR

Some Timely Tips in Securing Country Business This Autumn

From "The Teller."

What does the country fair mean to the managers of our own town branches?

The superficial observer sees in it only a kind of holiday-time, when country swains buy peanuts and pink lemonade for the village belles.

Perhaps the country fair was like that—in the days of the three shell game and the medicine man.

But the fun of the fair to-day is secondary to the business end of it.

The farmer comes to the fair today to learn—to learn about new farm machinery, new home comforts, new ways to produce bigger crops and better livestock.

The farmer comes to the fair in a business frame of mind—and it is a mighty good time to talk business to him. This applies just as much to banking business as to cream separators or gasoline engines.

One of the outstanding things at the fall fair is sales—sales of tractors, gasoline engines, wind mills, separators, churns, washing machines, electric light plants, milking machines—a hundred and one things. Practically every one of these sales calls for a cheque. See that all these exhibitors are supplied with ——— Bank cheques. Most of these men are local dealers and local agents. They handle quite a volume of business in a year. It will pay to be of service to them.

But the real gold mine for the Bank manager at fair time is the live-stock exhibit and show-ring. There you will meet the farmers. There they talk shop. You will meet a lot of your customers. You will be introduced to a lot of prospective customers. You will hear all the news of the section. You will learn who are grading up their herds, who are improving their land or buildings or equipment, how crops are coming. You will be able to give a real personal invitation to a great many farmers to visit you at the Bank. If you handle this thing rightly there will be a lot of new names on your books after the fair.

Another thing; see that the staff is well supplied with information about the fair. A lot of your customers will come in for some cash for spending money. They will want some information—when is the judging of Holsteins; when are the horse-races; which is the best hotel; where can I park my car; where's a good place for a meal; what time is the last train for Hooper's Corners.

These things are not connected with banking. But they are things your customers want to know. That should be sufficient for any ——— Bank Officer. See that your staff has a stock of information. And if a customer asks a question which can't be answered off-hand, don't be afraid to use the telephone.

Still another idea; the fair will give you a chance to write some very effective personal letters to customers and prospects.

Compliment one man on the prize taken by his live stock.

Congratulate another on having secured a high-grade herd sire.

Don't forget the proud mothers whose babies took prizes in the baby-show.

Nor the farm boy whose corn was the biggest ever.

All these people are important. They all have a say in the farm business. And they all like to be noticed by men who are important factors in the life of the community.

EXCHANGE BASIS A QUESTION OF CREDITS

Judge Gary Argues That Nation Helps Itself Best That Helps Others

By JUDGE E. H. GARY,
Before American Bar Association.

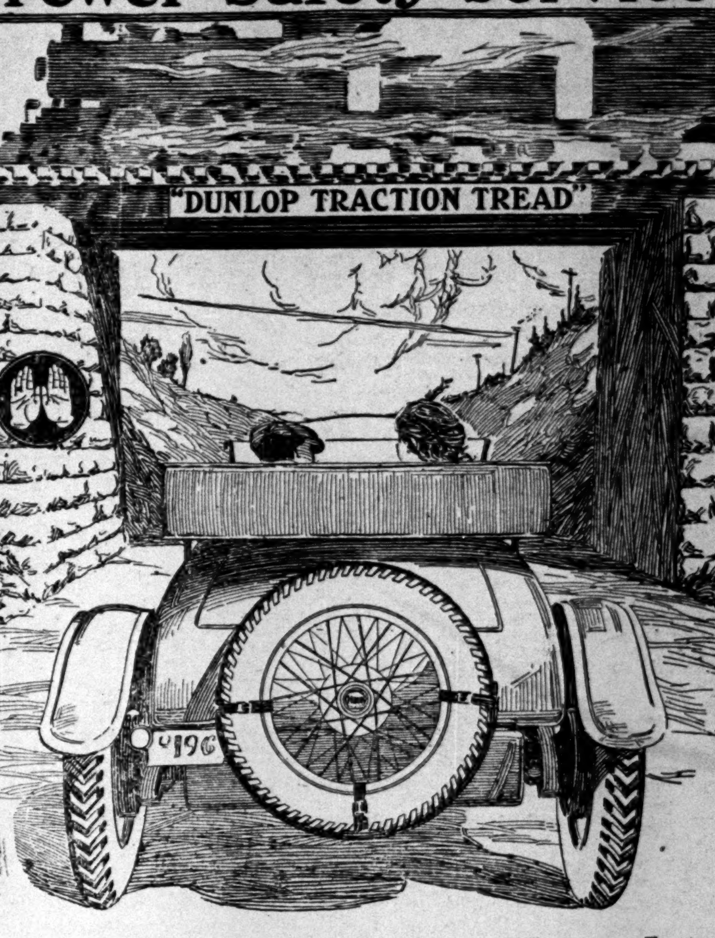
The subject of international exchange, with its present dislocations and discrepancies, is troubling the minds of the great bankers and they must solve the problems pertaining to it. However, it is a part of general economic discussion. The existing irregularities and inequalities cannot be corrected by mere dictum or desire. The shipment of gold is not a cure or a considerable palliative. Agreements for readjustments will not suffice. It would seem to the ordinary observer that in some way we must get back to the original basis of determining relative exchange rates, namely, one of respective credits. If one in New York were desirous of paying a debt in London, and another in the latter city at the same time desired to pay the same amount in the former there would be no difficulty in establishing a fair rate of exchange; and if this equality of credit and debit could be maintained the whole problem would be solved. The practical application of what has been remarked to the international situation is that the United States, so far as possible, should finance other deserving countries less fortunate in rehabilitating their productive capacity and resources, and that we should purchase their products up to the limits of our requirements and ability. Also that our investing capitalists, through bankers and otherwise, should buy the securities of foreign concerns, the payment of which might be guaranteed by their respective Governments.

Thus will we evince our friendship for others and at the same time advance our own interests in many ways. The point is emphasized that, as a rule, we help ourselves when we help others, and injure ourselves when we injure others. Better a thousand times if Germany had appreciated this fact in the unfortunate days preceding the precipitation of the war. Better for us if we apply this principle at the present time, not only towards our associates in the war, and all neutral countries as well, but also towards those who were our enemies, and the large majority, at least, of whose peoples we hope, will hereafter be our friends and our coadjutors in striving to uphold the peace and prosperity of the world.

The early adoption of the American dollar as a basis or standard of currency and values is worthy of universal consideration. Much could be said in favor of the suggestion.

Of great consequence to all countries is the opportunity to import and export supplies of all kinds in exchange for other commodities or money, unrestricted as to location or by discriminatory legal provisions, established rules of business or practices of any kind, so that all shall be on the same basis of privilege.

"Power-Safety-Service"



Dunlop Traction Tread

ensures all the quality that motorists are expecting, and all the service that motorists are demanding.

Dunlop Tire & Rubber Goods Co., Limited
Head Office and Factories - - TORONTO
BRANCHES IN THE LEADING CITIES

T153a

Actual Experience

The Ontario Temperance Act is Emptying Ontario's Jails

Jail Commitments Before and After Passage of the Act.

ALL CRIMES	DRUNKENNESS
1915—20,337	1915—6,235
1918—13,242	1918—2,595

From Annual Reports of Inspectors of Prisons 1915 and 1918, and Schedule H. Report of the Board of License Commissioners for Ontario for the year 1918.

ONTARIO'S experience with prohibition under the Ontario Temperance Act since September 16, 1916, has been all the argument any fair-minded man or woman wants, to prove that the Act should neither be repealed nor weakened by Amendments.

Jail Commitments for crimes and offences of all kinds have decreased more than one-third since 1915.

Jail Commitments for drunkenness alone decreased from 6,235 in 1915, the year preceding the Act, to 2,595 in 1918.

Jail Commitments for drunkenness decreased despite the fact that the Act makes drunkenness in public places a "prima facie" offence, punishable by fine or imprisonment, whether accompanied by "disorderliness" or not. A drunken man on the street has become a rare sight.

The number of commitments for drunkenness in Ontario in 1918 was the lowest in seventeen years, although the population of the Province increased by over 500,000.

Some jails received no drunkards in 1918 at all. Others show well nigh unbelievable decreases, notably in the cities and larger towns.

Do you want to see the taste for alcoholic beverages revived, and the population of Ontario's prisons, jails and lock-ups restored?

If you are convinced that drunkenness is undesirable in this Province mark X in the "No" column after each question.

"No!"—Four Times—"No!"

Each and every one of the four questions on the ballot paper in this Referendum must be answered or your ballot is "spoiled." And unless you mark X after each question in the "No" column, the Ontario Temperance Act will be spoiled, and years of Temperance progress lost.

Ontario Referendum Committee

JOHN MACDONALD, *Chairman*
D. A. DUNLAP, *Treasurer*
ANDREW S. GRANT, *Vice Chairman and Secretary*
(1001 Excelsior Life Bldg, Toronto)

82

THE FINANCIAL POST

Members of the Audit Bureau of Circulation.

President - - - - - JOHN BAYNE MACLEAN.
Manager - - - - - GORDON RUTLEDGE.
Editor - - - - - - - J. W. TYSON.

A weekly newspaper, presenting in a popular manner reliable information respecting investments and financial affairs in Canada.

No paid advertising, other than annual reports or official notices of corporations, will be inserted in the news columns unless marked "Advertisements."

Advertising matter is investigated before publication, and none of known questionable character is accepted. Acceptance of advertising will not deter the editorial department from making such comments as the situation may suggest.

No material from news bureau sources submitted for editorial purposes will be published, and no such bureau or individual should be paid any consideration or given any credit for the insertion or inspiration of any item.

ADVERTISING RATES:

Single insertion	$ 2.15 per inch.
Yearly insertion	58.25 per inch.
Financial Reports, Debenture Notices, etc.,	15c per agate line.

SUBSCRIPTION PRICE:

Canada and Mexico	$3.00 per annum
United States	3.60 per annum
Great Britain, Ireland and Colonies having minimum post rates	12s. 6d.
France and other Countries	16s. 6d.

Subscribers are especially requested to report any instance of delay or non-delivery of THE POST.

PUBLISHED BY
THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 University Avenue, Toronto.
MONTREAL, Southam Building, 128 Bleury St., M. Foster; WINNIPEG, 1207 Union Trust Building, C. W. Byers; BOSTON, 734 Old South Bldg., C. L. Morton; NEW YORK, Room 620, 111 Broadway, R. B. Huestis; CHICAGO, Room 1401 Lytton Bldg., 14 E. Jackson St., H. A. Maguire; GREAT BRITAIN—London, The MacLean Co., of Great Britain, Ltd., 88 Fleet St., E.C., E. J. Dodd, Director.

TORONTO, SEPTEMBER 13, 1919

THE LAW AND THE BOLSHEVISTS

THE opinion expressed in these columns that it is the place of Ottawa to act firmly in checking the activities of the Bolshevists in Canada, does not find general endorsation. The Saskatoon *Phoenix*, for example, declares that had THE FINANCIAL POST "set out to deliberately make Bolshevists, it could have chosen no better way to express itself," and observes that "the way to make revolutionaries is to deny freedom."

We desire to take this opportunity to reiterate anything we have said about the plain duty of the Government to endeavor to curb the dangerous propagandists now at work in Canada. This is no argument against free action or free speech. It is an argument for the maintenance of law and order. There is no part of the British Empire in which any citizen of this or any other nation cannot say with absolute freedom anything which any but an enemy should desire to say. British laws are fair and broad—they are not the laws of Russia—any citizen of this country or foreigner within our gates who is not prepared to abide by them should be deported or curbed so that no harm can be done to society.

The situation is much more serious than the great majority of people seem to realize. Within a few months there promises to be a demonstration on a much wider scale than that which was witnessed in Winnipeg. Sterner measures more promptly taken might have been much more effective there. There is small argument in favor of gentle treatment for people whose response to such treatment is to threaten to "kick the Government off Parliament Hill"—as reported by C. H. Cahan, late Director of Public Safety.

Political revolutionaries in Canada should be made to toe the line of British and Canadian law—or the law should be amended by vote of the majority. It is dangerous to let the impression grow that the national administration can be slapped in the face with impunity by enemies of constitutional government.

INTRODUCING MR. PROFITEER

THE mysterious Mr. Profiteer, who for so long has been blamed for the high cost of living and other offences against society, but who has led a sort of Jekyll-Hyde existence—an honest and upright citizen whose uncontrollable bad nature gains the better of him at times—has finally been identified. We have several times pointed out that reckless accusations were being made against many innocent citizens as well as the few who might be guilty and that business men were being made to suffer a condemnation which could mean no good for the community as a whole. It is a pleasure, therefore, to introduce to our readers, Mr. Profiteer, as he has been described for the British public by Sir A. Geddes, in connection with the Government's bill to curb his operations:

> The profiteer is one who makes an unreasonably large profit, all the circumstances of the case being considered, by the sale to one's fellow-citizens of an article which is one or one of a kind of common use by or for the majority of the population.

But having thus met Mr. Profiteer, do we know him any better? It would seem that even after being told that Jekill is Hyde and Hyde is Jekyll, it remains to be proven which is the true and which the assumed role and whether the change is made intentionally or unknowingly. It is Hyde who makes an "unreasonably" large profit, all the circumstances of the case being considered; therefore, Jekyll can, it would seem, make a "reasonably" large profit. And both, evidently, can make either a "reasonably" or an "unreasonably" large profit out of any article which is NOT "one or one of a kind of common use by the majority of the population."

We have said in the past that we know of no definition of profiteering. We have now introduced Mr. Profiteer as he has since been made known in England. His case is before the court of public opinion.

INSIDIOUS INFLUENCE OF THE MOVIES

WE do not know whether the literary genius of the Bolshevists is being employed to write the scenarios of the motion picture dramas which deal with social problems, but it might well be to judge from the way in which class feelings are worked upon on the screen to create animosity between workers and employers. Through reel after reel the poor worker is portrayed as a paragon of all the virtues and the millionaire employer as a monster of most of the vices; the dove of peace can almost be seen above the lintel of the cottage and the nest of the vulture upon the doorstep of the mansion; theft as committed in the slums is usually by the down-trodden hero forced from the paths of virtue, while grand larceny in the upper circles is a business and a pastime.

One of the latest of the high-class productions, featuring a deservedly famous little actress, shows a meeting of directors where the head of the concern defends himself for having had the fair-haired hero sent to jail. The audience does not have to imagine what he says, it is made the subject of a caption:

GREAT INDUSTRIES LIKE GREAT NATIONS ARE BUILT ON THE BODIES OF HUMAN VICTIMS.

Of course it is the popular thing to thus play upon a weakness of human nature. The majority like to believe that the poor are virtuous and the wealthy wicked, even in the face of confounding criminal statistics. They also like to believe that corporations are bloodless monsters. But where is all this leading us? The people are already beginning to take for fact what is intended for entertainment. The benefits of quantity production in bringing the fruits of industrial genius into the lives of the great mass of people are being forgotten, if they were ever understood or appreciated. Is it not the duty of the Government to do something to overcome this insidious influence in creating race dissension?

There is a board of censors which must take responsibility for this condition of affairs. It, no doubt, prides itself upon prohibiting the promiscuous display of hosiery—when worn—and closely studies the styles in bathing suits. But it is straining at a gnat to swallow a camel when it devotes itself to such things and allows pictures to appear which must do much to cheer the cause of the red revolutionaries.

GERMANY STILL A MENACE

IT is well that statements like that made by Sir Arthur Currie at London be given proper publicity that people will not forget too soon the character of the hydra-headed Hun, says the London *Advertiser*. "The Germans," said General Currie, "are an unrepentant people, and I believe that there is still a German menace. Ninety per cent. of the heads of the Soviet Government of Russia are Germans, and their agents are still active everywhere. There are agents in London, Ontario, whose names I know."

We have had a sample of the operations of the German Soviet in Winnipeg. They got well under way before the Government took the proper course to suppress them. How far these operations reached or were designed to reach will not be known to the public until the trial of the leaders, but the assumption may be that they were designed to reach all over Canada, even to London.

At the present time and with smug complacency the Germans are sending literature throughout the world endeavoring to resume the broken trade relations. They do not know that they are outcasts in the eyes of civilized nations. Evidently they still think it is "Deutschland Uber Alles," and that people have forgotten that it was ever otherwise. And people are prone to forget unless their wits are occasionally sharpened by some such thrust as Sir Arthur's. It may be true that Germany cannot pay her indemnities without reestablishing her trade, but the Allies can afford to wait a little longer for the indemnities rather than have German trade agents in every town spreading German Soviet propaganda.

Ludendorff, von Tirpitz and the other German military lights are not writing books for consumption in Allied countries without a motive. United States and some Canadian papers are publishing these works in serial form in the belief that they are serving their readers. Offers of the works of both Ludendorff and von Tirpitz came to the *Advertiser* as to other papers, but their publication was not even considered. Canadians cannot afford yet to have any truck or trade with the Hun.

EDITORIAL NOTES

WE WOULD like to add our enthusiastic "Hear, hear!" to the observation of the *Grain Growers' Guide*, that in Canada, the income tax "has been administered with shameful inefficiency."

* * * *

ABOUT 3,500,000 persons paid income tax to the British Government out of a population of 40,000,000. This is, roughly, ten per cent. In Canada payments were made by about one-half of one per cent. It is evident that the possibilities of this form of increasing our revenue have only been scratched.

* * *

WHILE Sir Adam Beck was telling the crowd at the Toronto Exhibition how he would help to increase the attendance to two million he was exhibiting his string of prize-winning horses at Rochester. This has little bearing upon Hydro-Electric affairs but it is oh, so eloquent of the character of the man.

* * *

INVESTIGATIONS of some fifty complaints of the sale of "wildcat" oil stocks in the Texas oil fields have been started by the U.S. Federal Trade Commission. In Canada, thanks are owing to Ontario's Attorney-General for nipping the get-rich-quick operations in the bud. When unscrupulous publicity mediums accept advertising of fake promotions, it is up to some representative of the law to intervene and safeguard impressionable investors.

* * *

ACCORDING to a report compiled by a conference of representatives of the lines, federal operations of New England railroads has resulted in annual deficit of $23,346,000, and expenses have increased so much more proportionately than revenues that there is not now enough left to keep roads solvent. This is a solid basis for the argument that the systems should be returned to private operation.

* * *

THE London *Advertiser* has taken the role of champion of the Hearst Government, in regard to charges that it was responsible for the Dominion Permanent and Standard Reliance failures. Whether or not it was the present Government or its predecessors which were to blame, the fact remains that all the efforts to shift the responsibility from Queen's Park, are merely a senseless reiteration of statement which are contrary to facts and ignore logic. Any official with a knowledge of loan company operation would have known at a glance from the returns made under provincial acts that these companies were operating on the ragged edge of speculation. This is a matter of business, not politics.

COURAGE, INITIATIVE AND WORK ARE CAPITAL, NOT MONEY SEN. EDWARDS

The Upbuilding of a Successful Industry and a Happy and Contented Community in the Ottawa Valley

That capital, as such, will not alone make a success of industry—particularly the lumbering industry as it is known on the Ottawa river—is the conviction borne of a lifetime of experience of Senator W. C. Edwards. But that a little money, combined with practical knowledge, courage, perseverance, economy and hard work can be made into an important industry is proven by the career of the Senator himself. And not only has he built up an important industrial concern in the W. C. Edwards Co., but he has founded a community—Rockland—which to-day means prosperity and contentment for four thousand souls who are not affected by the popular agitations of the labor world but continue to work on happy in those understanding relations which have been firmly established through half a century of amicable co-operation between employees and employer, between capital and labor.

The "golden" anniversary of Rockland was recently made the occasion of a celebration in honor of the founder of the town and the guiding spirit of the industry upon which its prosperity is based. It was a remarkable tribute of the high feelings which the residents have for Senator Edwards and was accompanied by the presentation to him of a handsome portrait of himself. The presentation was accompanied by an address from which the following is a characteristic paragraph:

> It is interesting to note that many old employes, some of whom came as mere lads when the business was first started, still remain in the service of the company, a silent tribute of their belief and faith in you, sir, and the other members of your firm. While we stand to-day among surroundings which are largely the outcome of your perseverance and ability, we recognize the fact that such results were not ganied easily, but only after many reverses, which might have discouraged most men, were overcome.

Senator Edwards in replying gave a history of the career of the Edwards concern and its upbuilding from the day when he went into the wilds to win a fortune with courage and energy as his chief assets. His story follows:

November 8, 1918, marked the fiftieth anniversary of the commencement of operations of the firm here, for it was on the 8th day of November, 1868, a cold, bleak morning, that I embarked on the old steamer Caroline of the Ottawa Forwarding Company at Thurso, where I had been formerly employed, and debarked at what is now the town of Rockland. You have to-day, I understand, a population of about 4,000 with well maintained streets, concrete sidewalks, three churches, three school houses, one of them a High School, numerous stores and shops and many comfortable homes, the greater number of which are the private properties of the employees of the firm. This is a result arising from the fact that several years ago the firm made a survey of a considerable portion of its property and building lots were sold to the employees at nominal prices, and lumber was supplied at low cost and on easy terms of payment to facilitate houses being built.

The firm also built a very considerable number of houses, which have always been supplied to actual employees at a nominal rental. So that with the two sawmills of existing proportions and the number of men employed not only here, but in Ottawa and other places, it must be admitted that great progress and development have been made, for the contrast is very considerable.

The Arrival

To illustrate: I arrived at McCaul's Point, which is now Rockland, that bleak November morning alone. Two families were the only occupants at the time, the James McCaul and the Way families. These two small families composed the entire population of the immediate locality. The tools I carried with me on the steamer Caroline were two pick axes and three spades. The first employees were William Way and Magloire Laviviere, and with my own hands and their assistance I dug and prepared the foundation for the first mill erected in Rockland. The erection of the frame of the mill was carried out by contract with James Erskine. The machinery was obtained in Montreal and Ottawa, and the mill went into operation in May, 1869. The total quantity of lumber cut that season was 3,000,000 feet—a very small quantity as compared with the production for many years past. The results of the operations of the company have placed it among the very limited few who have succeeded in the lumber business on the Ottawa, as compared with the very large number who have failed of success. The fact is that only from three to five per cent. of those who engaged in lumbering on the Ottawa have been successful.

None of those who have succeeded began with what is popularly known as capital; namely, money. In every instance the successful lumbermen of the Ottawa river, past and present, embarked in the undertaking possessed of no capital whatever, excepting their individuality, composed in greater or less degree of physical and mental capacity, courage, determination, industry, endurance and economy; together with a practical knowledge of the business; and, last but not least, the quality which brings confidence and credit, namely, character and honesty of purpose. For, after all, these are the qualities which are the basis and mainspring in all the business of the world, and are the major portion of the capitalization of all industry.

So-called capital, composed of an article popularly called money, cuts but a very small figure, relatively; and no amount of it will ensure success in lumbering on the Ottawa without the vital qualities I have named.

I think that I may fairly claim that the general testimony would be that I possessed in greater or lesser degree the essential qualities for success which I have named, and that to my efforts and constant hard work is due a reasonable share of the success of the company.

But, no matter how constant, energetic and skilful I might have been, how helpless I would have proved in my efforts towards what has been attained without the helpers and the laborers who have been my constant aid in each department of the undertaking.

For many years I worked side by side with the employees of the firm, for there was no department of the work in which I could not and did not engage with my own hands, from the cutting and hauling of the logs in the woods to driving the streams and manufacturing and shipping the lumber, and there was no employee in any single operation of the business in the woods, on the river, in the mills, boiler houses or engines, whose place I could not fill, and did not fill for days and weeks at a time on very many occasions. At no time in my business career have I ever asked an employee to do anything whatsoever that I would not do myself.

This very close intimacy with the working man and his work instilled in me the greatest possible regard for honest labor, and throughout my life there never has been a time I would not go farther to take off my hat to greet an honest, conscientious workman than any other class of any community, from the highest dignitaries in the land downwards, and none it gives me greater pleasure to meet than a worthy old employee.

Changes that have taken place are in the reduction of hours of work, which have been greatly lessened. No lessening of hours could take place in the operations in the woods, for the reason that in the northern latitude in winter we have but a few hours of daylight each day. It was not 10 or 12 hours a day that I worked, but, for the greater part of my life, 14 to 16 hours.

The war is over so far as the destruction of human kind is concerned, and the world will recover. But certainly not on the basis on which it is now operating. Now, what is the remedy? None but the following—to labor, produce, economize and trade. In due course, and before we are much older, the world will starve for both food and clothing if present conditions continue. The former wealth of the world was made by producing and trading, and the remedy for the present most unfortunate condition cannot be accomplished by any other means. Two further factors for the enrichment of the world would be disarmament and general prohibition, and, if, in addition, world free trade were proclaimed and put into effect, mankind would prosper as never before, and the peace of the world be guaranteed.

The unfortunate popular idea that there are amassed enormous fortunes, in an article called money, that can and ought to be distributed among mankind, is a most unhappy fallacy and delusion. The property and labor of the world constitute its wealth, and with abnormal cessation of labor, property soon loses its value. Actual money cuts a very small figure in the world's affairs. Labor is the great factor in the production of the world's necessities, and confidence and credit are the mainspring and primary foundation of all industrial and business operations. The present aspect of the world's affairs is all in the direction of a most serious limitation of production, and the positive destruction of confidence and credit; and with the wheels of production and commerce thus clogged there can be but one outcome, namely, starvation.

Doesn't Touch Rockland

It is true that this very unhappy condition is greatly more aggravated in Europe than in the United States and Canada, but the insidious impression has been transported and permeates this side of the water, to a certain extent, but perhaps less in Canada than in the United States, and certainly less on the Ottawa river than in many parts of Canada. It is remarkably absent as between your good selves and the firm of W. C. Edwards and Company. For here you are to-day giving testimony of the fact that for a period of over 40 years the best of cordial and amicable relations have existed between you and your employers in a most singular and exceptional manner.

PERSONALS

E. W. BEATTY, president of the Canadian Pacific Railway, has given $10,000 to the Vancouver General Hospital, in connection with a campaign now under way to raise by popular subscription a fund to pay off the debt of the institution.

LORD INVERCLYDE, British Shipping Baron, and one of the principal directors of the Cunard Line, died in Glasgow recently at the early age of 56. Lord Inverclyde was connected with nearly every large shipping enterprise in Britain, but was particularly interested in the Cunard Line, to which he devoted his life.

HON. JULES TESSIER, K.C., a member of the Canadian Senate, was this week elected a director of the Quebec Railway, Light, Heat & Power Company. He is also a director of the Lake St. John Company, La Caisse d'Economie, and the Great Northern Railway. As a lawyer he has become well known in several extradition cases. For some years he was a member of the Quebec Legislature. He has had journalistic experience as founder and editor of "Le Clarion," and for some years edited the Quebec Law Reports.

S. DAVIES WARFIELD, president of the National Association of Owners of Railroad Securities, has recently become the owner of one of the most noted of historic homes in the country, Manor Glen, a Maryland estate including the old mansion and outbuildings, located on "My Lady's Manor," Baltimore county. The story goes that Manor Glen was, in part, an original crown grant from England, taken up by Mr. Warfield's great grandfather, Elijah Bosley, who lived there to the age of 102 years. The property descended through five generations to Dr. Thomas H. Emory, a cousin of Mr. Warfield's, from whom the estate was purchased, though it has been in litigation for several years.

J. N. GREENSHIELDS, K.C., added another to the many companies of which he is a director when he was appointed a member of the Board of Quebec Railway Light, Heat & Power Company this week. Mr. Greenshields is no novice in this position, for he was a member of the Board until two years ago. His directorates include some four presidential positions, in connection with the Quebec Savings & Trust Company, the Marconi Wireless Company of Canada, the National Brick Company and the Shale Brick Company. He is also on the Board of Brompton, P. Lyall & Sons Construction Co., the Wm. Lyall Shipbuilding Company, which is operating in British Columbia, the Travellers' Insurance Company and others.

C. G. GREENSHIELDS, a former major overseas, had the rather unique experience this week of being chosen at a meeting of shareholders as a director of a company, the Quebec Railway, Light, Heat & Power Company, in association with his father. Mr. Charles Greenshields is not new, however, to the position of director. He already holds three others, on the boards of the Quebec Savings & Trust Company, Marconi Wireless of Canada, and the Shale Brick Company. As a member of the legal firm of which his father is head, he is making a special study of company law, and only recently returned from London, where he carried on successful negotiations for a reorganization of the Marconi Company.

EDWARD E. DUCKWORTH, B.Sc., formerly Government Superintendent of Insurance for the Province of Quebec, has taken up his new duties as an assistant secretary of the Sun Life Assurance Company, of Canada. He will have supervision of the staff at the head office, Montreal.

Mr. Duckworth is a graduate in Science of Liverpool University, and obtained his insurance training with Sun Life. He entered the actuarial department in 1911, and in 1914, was placed in charge of the "profits" division of that department.

In October, 1917, the Hon. W. G. Mitchell, K.C., Provincial Treasurer, appointed Mr. Duckworth Superintendent of Insurance for the Province of Quebec, and in December, 1918, he was further given the supervision of the trust companies in the province, and named Inspector of Trust Companies.

R. T. RILEY, managing director of the Northern Trusts Company, of Winnipeg, adressed the recent convention of insurance men at Calgary on "The Prairie Provinces as a Field for Investment." He dealt with the different classes of investment of interest to insurance companies and pointed out that since the Confederation, no life insurance company had ever defaulted in its liabilities to the public. In the West the item of most importance to insurance companies was mortgage investment, he said, and the abolition of the personal covenant on mortgage security would mean there would be less money to lend and higher rates of interest demanded. Any legislation put in force along these lines would prove detrimental to the interests of the Western Provinces through bringing the business of loaning down to the basis of the pawnbrokers' methods.

THOMAS F. HOW, general manager of the Bank of Toronto, who has just returned from his annual visit to Western Canada, says that while the harvest may not be more than 165,000,000 bushels of wheat, with the guaranteed price today of $2.15 per bushel, there will be an enormous amount of money going into that country. Mr. How found conditions in Vancouver practically normal. Business was good, the lumber mills were as busy as could be, there was even now a demand for good property in Vancouver, showing that the real estate situation has greatly improved. While in parts of Alberta, they had suffered from the drought, the situation had been greatly improved in regard to feed for stock, owing to the recent rains. Mixed farming was becoming more general, and, as the price of cattle is high, this would mean a good return for the farmers. Through the irrigated parts of Alberta, the crops were splendid.

HENRY P. DAVIDSON, of J. P. Morgan & Co., of New York, has been presented by Secretary of War Baker, in behalf of President Wilson, with a Distinguished Service Medal for his work in behalf of the Government and the American Red Cross during the war. Mr. Baker, after saying that it would be useless to explain the significance of the medal or to enlarge on the reasons for its award in Mr. Davidson's particular case, read the citation of Mr. Davidson as follows: "Mr. Henry Davidson, for exceptionally meritorious and distinguished service, as Chairman of the War Council, American Red Cross. He assumed general direction of the war measures of that society and by the exercise of rare tact and consummate powers of construction and direction brought it to a perfection of organization which made it possible to extend relief promptly and bountifully to our armies and to those of the allied nations. His dynamic qualities as a financier and his forceful personality assured to the soldier in the field and to the inhabitants of the devastated countries of Europe systematized measures of relief beyond the limits of specific statement." Secretary Baker said that as the world reads this citation it might seem to be a generous recognition of the services of Mr. Davidson and the great society of which the latter was president, but that it was nevertheless "a very restrained estimate of a very great and noble service."

September Investments

A wide variety of investment securities, including government, municipal and corporation bonds, are now available to the investor at unusually attractive rates.

We shall be glad to send copy of our September List on request.

A. E. AMES & CO.

Investment Securities.

UNION BANK BLDG. . TORONTO
TRANSPORT'N BLDG. . . MONTREAL
74 BROADWAY. . . . . NEW YORK

Established 1889

The field crops of Canada this year, for the third time in the history of the Dominion, promise to have a value of more than $1,000,000,000.

What this means to business is discussed along with matters of general interest in the current number of the *Greenshields Review and Investment Suggestions*, now ready for circulation.

Your copy will be mailed free on request.

GREENSHIELDS & COMPANY

Members Montreal Stock Exchange
Dealers in Canadian Bond Issues

17 St. John Street, Montreal
Central Chambers, Ottawa

INVESTORS' INQUIRIES

Information under this head is given in answer to direct requests from investors who are readers of THE FINANCIAL POST. Many questions respecting securities are answered by mail direct. We would remind correspondents that it is now necessary to enclose 8 cents in postage stamps to cover postage on answers direct.

ATLANTIC SUGAR AND S. C. POWER

J. Le H., Gaspe, Que.—Will you kindly give me your opinion on Atlantic Sugar preferred and Southern Canada Power.

We believe that Atlantic Sugar preferred is a safe investment at its present price, running around 105. The stock went up to 115 a short time ago, but broke several points with the general decline in the market. The first current dividend on this stock was paid at the beginning of July, but there remain arrears in dividends of 29¾%, which would reduce the present price of the stock to around 75. This must be considered a very reasonable amount for this stock. If the arrears were paid out in the form of additional preferred stock, of course, they would not be worth $30.00, but we understand it is the intention to start a payment very shortly and it seem likely that this will take the form of cash and be continued until all the arrears are met. Prospects for the company are very bright. They have established a strong hold on the Canadian domestic trade for their brand of sugar and have also done a large export business, which, we understand, gives them from one cent to one and a half cents a pound more than they are getting for their home markets. The profits of the company doubled in 1918-19 over 1917-18, and their sales of sugar have increased steadily each year, indicating that they have a product which is making its way with the consumer and the wholesale trade. It seems reasonable to believe that the company will continue to have large earnings for years to come.

The market was a little weaker during the sugar investigation before the Board of Commerce, but we do not believe that anything came out there that was unfavorable to the sugar refineries, nor that the arrangement made limiting their profits will really restrict them over their last year's profits in the home market. Nor is there likely to be any limitation of their export business once the home trade is satisfied. As a matter of fact, from inquiries we learn that the Atlantic Sugar Refineries have given more attention the past few months to the home market than to export trade, which looks a very wise policy on their part considering the fact that it will be the home market that will be their main support in the future when European conditions may make it difficult to export much sugar from Canada.

In regard to the Southern Canada Power Company, you have a concern which is still in the development stage, but it has a good field in the southern counties of Quebec for the sale of power and electric light and also for radial lines. A few weeks ago a new plant was started at Drummondville which is now turning out 7,000 horsepower and is capable of being increased to 18,000 horsepower by the addition of machinery when required. The earnings show a steady increase in spite of the fact that the war is over and there are no munition plants to supply. This indicates that the company is doing a normal business and it is steadily bringing in new industries to the districts that it supplies with power. For ten months of the year, ending July 31st, the gross earnings were $487,847, an increase of $93,216, or over 23½%. The operating expenses increased $40,147 or only 18.3%, leaving the net earnings for the ten months $228,881 or an increase of $53,067, which amounts to some 30%. This is a very encouraging statement for a company that is faced with increased costs of operations, as all the electric lines have been for the past two or three years.

As to dividends, there is a provision made that the preferred stock shall not pay dividends until the 1st of January, 1920, after which time the dividends are cumulative. At the present time the company's earnings are more than sufficient to meet the bond interest and are enough to cover interest on the preferred stock, if such were required. Whether or not the company will start paying on the 1st of January, 1920, has not, we believe, been decided, but in any case the company is in a position to do so and any dividends earned are credited to the holder of the stock. When the earnings are in a position not only to meet the preferred but show a fairly large surplus it would be reasonable to suppose that dividends would commence on the common stock.

SPANISH RIVER

H. G. P., California—I have some coupons covering bank interest on Spanish River Pulp and Paper Comany 6 per cent. bond. I understand they are going to pay these bonds off and would appreciate it if you can give me any information about same.

The annual report of the Spanish River Pulp and Paper Mills, Ltd., which has just been issued, states that the directors have determined that it is in the best interest of all security holders to pay the deferred interest on bonds and notes due in 1922, and reduce the second mortgage debentures due in 1924. To provide the necessary funds the sale of $3,500,000 of new 6% serial mortgage lien 10 year notes is proposed and approval of the stockholders will be asked at a special meeting to be held at the time of the annual meeting. In anticipation of the payment of deferred interest and second mortgage debentures, a call has been issued by the directors as of August 1st, upon the talons and notes representing the deferred interest, and a call on September 1st for the second mortgage debentures. In each case six months' notice must be given to holders, therefore, payment will be made on February 1st, and March 1st, 1920, respectively.

CHELTENHAM BREWERY

P. & S., Vancouver.—Will you kindly supply us with any information regarding the stock, shares or bonds of the Cheltenham Brewery. Would also like the present market value of the ten year 7 per cent. debentures of the Consolidated Mining and Smelting Company or the last sale price of record on these securities.

The 7% debentures of the Consolidated Mining and Smelting Co., were issued about the first of the year to shareholders at par and were all absorbed immediately. We have no definite reports of sales of these securities recently but are informed that quotations would be 101 to 102 at the present time.

The Cheltenham Original Brewery Co., Ltd., is an English concern which was registered April 13, 1888, to take over the business of J. T. Agg-Gardner, and in 1908 acquired the undertaking of the Nailsworth Brewery Co., Ltd. Our latest report is a couple of years old. At that time the capital was £220,000 fully paid shares of £5, half in 6 per cent. cumulative preference with priority as to capital, and half ordinary. There was also £100,000 4 per cent. debentures of £100, and multipies thereof with interest payable June 30, and December 31, and reasonable at the company's option in whole or in part, on six months' notice at 10 per cent. per annum; £75,000, 4 per cent. mortgage debenture stock principal repayable at the company's option at any time at 105 per cent. on six months' notice; £25,300 4½ per cent. first mortgage debentures of £100 each secured by the property of the Nailsworth Brewery Co., interest payable February 1, and August 1, with the option to the company to redeem the debentures on or before February 1, 1920, at 110 per cent., and mortgages for £18,765.

CONSOLIDATED SMELTERS

A. J. S., Manitoba—What is your opinion of Consolidated Mining and Smelting? Is there any reason why it should not be a good holding?

Consolidated Smelters appeal to us rather from the standpoint of a long hold than as having early speculative possibilities. As you are probably aware, it is a C. P. R. project and at the first of the year new capital was raised for extensive improvements. This would seem to indicate a place in the future for the proposition. This place is largely based upon the opinion of the company's experts and we have every reason to believe that it will be justified. For the more immediate future, however, the outlook is somewhat unsettled. The technical position of the stock from the market standpoint is not regarded as strong because there are large holdings in speculative hands and until these are absorbed by investors there is not likely to be any great advance. From the operating standpoint early profits will depend very much upon the conditions in the market for zinc and copper of which the company had a surplus on hand at the end of the war and which is yet to be disposed of.

The company has enormous resources in the shape of mineral assets but the majority of these are low-grade propositions and profits depend to a large extent upon manufacturing costs in relation to the consuming market. In this connection it was the discovery of a new process of treating the ores of the Sullivan mine, referred to in the last annual statement, which at that time helped very materially to brighten the outlook. Wages are still high in relation to the market for the company's products but eventually there should be an adjustment here to a satisfactory basis. There has been some apprehension recently regarding the activities of the O. B. U. agitators who have followed those who represented the I. W. W., but there was no great disposition on the part of the workers to be misled by these radicals.

Our opinion would be that smelters would continue to show good returns and though there may be some decline in price in the early future, an investment at the present level should eventually be justified.

UNION PACIFIC

A. J. S., Manitoba—Will you favor me with your opinion of Union Pacific? Is there any reason why this should not be a good holding?

As we do not make a study of American securities we are hardly in a position to answer your question regarding Union Pacific. However, we have put your query to several reliable brokers, who are of the opinion that although the railway situation in the United States has a very uncertain outlook, Union Pacific is one of the lines which should be strong enough to come through the crisis with a reasonable prospect of advance.

"Exchange"

The current issue of *Investment Items* is devoted to an explanation of Foreign Exchange.

Among other topics, it discusses the following, "What Is Exchange?"—"The Gold Shipment Limits"—"The Triangular Relation"—"The Advantages of Adverse American Exchange"—"How Adverse American Exchange Can Be Remedied"—"Why Great Britain Does Not Support Sterling Exchange."

The issue is of timely interest to every business man and Investor.

A copy mailed on request

Royal Securities CORPORATION LIMITED

MONTREAL Halifax
Toronto London, Eng.

LACK OF TACT IN HANDLING THE GRATUITY ISSUE

Continued from page 1

pressed by both sides in Great Britain. The labor opinion was outlined in the "Memorandum on the Causes and Remedies for Labor Unrest." It proposed Nationalization, and a Capital Levy to wipe out the war debt. As the "root causes" of labor unrest it gave.

(1) "The breakdown of the existing capitalist system of industrial organisation."

(2) the fact that "the workers can see no indication that either the Government or the employers have realized the necessity for any fundamental change. It is essential to question the whole basis on which our industry has been conducted in the past, and to endeavor to find, in substitution for the motive of private gain, some other motive which will serve better as the foundation of a democratic system."

The Employers Committee, on the other hand, are opposed to the nationalisation of industry; believe that the increasingly intense commercial competition of other nations makes the principles of combination absolutely essential if British industry is to hold its own at home and abroad; deprecate attempts at co-operative production, and favor a larger voice for the workers in accordance with the Whitley scheme.

Nationalization Opposed

In reference to nationalization, the Employers' Committee believe that centralized management by a government department is "fatal to commercial efficiency and enterprise." "The principal aim of the State," they believe," must always be political; governments are organized for political and not for commercial purposes, and must always be overburdened with political work which will be their chief concern."

Although favoring combination in industry, the Committee realize that this is one of the causes of labor and popular unrest, and recognize that the public is entitled to some protection against possible exploitation by monopolies. They support, therefore, the proposals of the Government Committee on Trusts, that the Board of Trade should inquire into any reasonable complaints of a trade combination, and recommend to the State suitable action for the remedy of grievances.

For the sake of export trade, however, the Committee think it essential that no restriction should be placed on British industry which would prejudice its position in that field, and that there should not be published any information regarding the activity of trade combines that might be useful to their foreign competitors.

Regarding "democratic control of industry," in the sense of co-operative production, the Committee set out what they consider "obvious defects," including the difficulty of securing discipline and efficient management when the manager is himself subject to those whom he has to direct, the slowness and reluctance with which self-governing workshops have reacted to any industrial change and the lack of knowledge by manual working producers of the market for which they have to produce.

The Whitley Plan

There is advocacy of the Whitley Councils, and of the giving to workers the fullest possible voice in determining conditions under which they are employed, but with the reservation that this does not encroach upon the commercial management or lessen the proper authority of the foreman.

The Committee also emphasizes the importance of giving the workers a better insight into the finance of industry through the publication of trade statistics, discourage profit-sharing because workers generally do not desire that method, and favor "payment by results" or piece work, in spite of objection of workers to that system.

Nationalization, except for public utilities, is not a live issue in this country, but the application of the Whitley Plan is quite likely to be. Canadian industry is also interested in the development of export trade, profit sharing and payment by piece work.

It is to be hoped that next week's conference will throw light on these as well as on other pressing industrial problems.

A recent issue of the Paris edition of the London "Daily News," quotes the following figures from the report made by the Statistical Bureau of Berne, Switzerland, which represent increase over pre-war prices in certain countries: Italy, 481 per cent.; France, 368 per cent.; Switzerland, 257 per cent.; England, 240 per cent.; United States, 220 per cent.

MAXIMS

Forbes' Magazine

"The way to meet trouble is to face it," is one of Theodore N. Vail's favorite axioms.

Harriman had two he was fond of quoting: "To dodge difficulties is to lose the power of decision," and "It is never safe to look into the future with eyes of fear."

"You can grip success better with bare hands than with kid gloves," is a Schwab-made maxim much to the point.

Whenever anyone seeks to flatter Edison by referring to his "genius," he is fond of flashing back: "Genius is ninety-five per cent. perspiration and only five per cent. inspiration."

Irving T. Bush, creator of the Bush Terminal and builder of a unique skyscraper in the heart of New York to house a permanent exhibition of European and other goods, has this Josh Billings quip, framed, on his desk: "Konsider the postage stamp, my son; its usefulness konsists in its ability to stick to one thing until it gets there." Bush has been a practicer of stick-to-itiveness; if he hadn't he would have gone down and out disastrously before now.

AN INDUSTRIAL PLAN THAT WORKS

Industrial Democracy is slowly but surely getting a foothold in the industrial organizations of America, and more and more workers are seriously making inquiries concerning it. A short time ago, John Leitch wrote a book and called it "Man to Man." It describes how dozens of manufacturing plants have brought order out of what threatened to be economic chaos. Frank Crane says in *Forbes Magazine*:

"Like every brilliant conception it is simply the application of common sense to a problem that has been all messed up by passion, prejudice and crazy theory.

It is this: If your Capital and Labor will drop their fool Class talk, realize that they're both milking the same cow, get together, quit fighting and talk things over, they will have no more quarrel.

Briefly, Industrial Democracy is based on our national form of Government. There is set up in each large organization a President, a Cabinet, a Senate and a House of Representatives. The Representatives consist wholly of the workers themselves and are elected by secret ballot, by their co-workers. Before any action relating to hours, wages, piece-work rates, health, production, or, in short, anything whatsoever affecting the workers, can be adopted, it must first come before the workers and receive their approval.

President Wilson endorses the theory. He declares that our Industrial World has gone as far as it can on the old road. It has turned out a blind alley. It is no thoroughfare to real prosperity. We must find another, leading in another direction, to general co-operation and partnership, based upon a real community of interest."

Wood, Gundy & Company

Dealers in High Grade

Canadian Government and Municipal Bonds

Toronto Montreal New York Saskatoon

Your
Investment Problem

Whether you have much or little money to invest your problem is one of obtaining the security that best suits your particular requirements. Eighteen years of experience in handling Canadian investment securities qualifies us to give you reliable information and advice.

Consult us personally or by mail.

DOMINION SECURITIES CORPORATION LIMITED
HEAD OFFICE: TORONTO 26 KING ST. E.
MONTREAL ESTABLISHED 1901 LONDON, ENG.

C. N. BAWLF H. P. WINSLOW
BAWLF & WINSLOW, LIMITED
WINNIPEG
Stock and Bond Brokers
General Insurance Agents
MEMBERS WINNIPEG STOCK EXCHANGE
MONTREAL CORRESPONDENTS
THORNTON, DAVIDSON & CO., LIMITED

ÆMILIUS JARVIS & CO.
Members Toronto Stock Excaange
INVESTMENTS
Direct private wire with New York, Chicago and Montreal
Correspondence Invited
JARVIS BUILDING
TORONTO

Every Man Recognizes
the duty he owes to his wife and other members of his family to see that each one of them is provided for after his decease as well as before, but in many instances omits to make such arrangements as will ensure his and their affairs being properly managed after his demise. The appointment of this Company as Executor and Trustee under your will will safeguard and relieve them of duties which might prove onerous to them. Interviews and correspondence invited.
The Canada Permanent Trust Company
Toronto St., Toronto
PAID-UP CAPITAL - - - $1,000,000
Manager, Ontario Branch: A. E. Hessin

FINANCING
CORPORATION STATE MUNICIPAL
Now is the opportune time to provide for and secure:
ADDITIONAL CAPITAL
Our facilities are offered to you if you contemplate an issue of notes, bonds or stocks.
OTIS & COMPANY
INVESTMENT BANKERS
CLEVELAND, OHIO

DEALERS IN
GOVERNMENT, MUNICIPAL
AND
CORPORATION BONDS
Correspondence Solicited
A. H. MARTENS & COMPANY
(Members Toronto Stock Exchange)
ROYAL BANK BUILDING, TORONTO, ONTARIO
16 Broadway, New York, N.Y. Harris Trust Bldg., Chicago, Ill

When selecting a Trust Company as an Executor, choose one whose fixed policy is to give
FINANCIAL ASSISTANCE
to Estates being administered by it.
CAPITAL ISSUED AND SUBSCRIBED $1,171,700.00
PAID-UP CAPITAL AND RESERVE 860,225.00
The Imperial Canadian Trust Co.
EXECUTOR, ADMINISTRATOR, ASSIGNEE, TRUSTEE, ETC.
HEAD OFFICE: WINNIPEG
BRANCHES: SASKATOON, REGINA, EDMONTON, CALGARY, VANCOUVER AND VICTORIA

NEWS OF THE BOND MARKET

VICTORY LOAN PRICE MAY BE CUT UNDER PAR

It Will Have to be Floated on a Business Basis

WELLAND LOSES OUT

Did Not Accept Bid For Issue Promptly and Victory Loan Arrangement Upsets the Deal

With the bond houses devoting their energies to the Victory Loan campaign and with an understanding with the Government which practically means that other activities are suspended until after the big effort there is a general stagnation in the bond market. Some business is being transacted, but it is of the over-the-counter character. Not only is there the general understanding referred to that all shall make way for the national issue, but the conditions prevailing are operating to the same end. The whole situation is very unsettled and the disposition of investors to await the new loan and of dealers to clean their books pending the readjustment of the market which is being faced has had the effect of depressing values to a low level. Under the circumstances it is rather a matter for surprise that there are one or two offerings of substantial proportions in the wind. Charlottetown wants to raise $100,000 and Windsor is desirous of getting $175,000, but it is questionable if the prices which could be obtained at present would be considered favorable even were these flotations to be encouraged.

Monday was the first day of the general effort and it was marked by the appearance of the Minister of Finance, Sir Henry Drayton, at Montreal, where he attended conferences with newspaper men in connection with publicity plans for the campaign.

As the situation becomes more clearly defined it becomes more and more evident that the loan will have to be made a success on its merits as a business proposition. That the amount of the issue will be raised by some means is a foregone conclusion, but it is known that the Government is looking for an over-subscription. It remains to be seen, however, whether this can be secured and whether in fact the total officially set can be reached without calling upon the banks. If the later course is necessary it can be taken that there will be an early effect upon commercial credits for domestic business and this would have an unfavorable influence upon general conditions. This is the strong argument which will be put up to investors—not only that they will have national security and a high return in interest, but that their money is actually needed to maintain prosperity throughout Canada.

Price May Be Under Par

There seems to be a growing conviction, too, as time passes, that in order to make the loan sufficiently attractive it will be necessary to make better terms than par. Whether this will mean that accrued interest, say from June, will be allowed, or whether there will be an actual reduction in the price to the purchaser below the face value, remains to be seen, but the latter course would not be a matter for surprise in bond circles.

That the whole undertaking is a business enterprise and that the war-time sentiment, which was such a factor in the past campaigns, cannot be counted upon is being recognized in the arrangements for the canvass for subscriptions. It is also indicated in the attitude of the bond houses in the matter. One Toronto house has, in fact, thus far not entered into the campaign at all because a business-like arrangement could not be made with the Government. This firm has in the past participated in the loans on a basis which it is claimed has not meant proper recompense, and when this year, as the Government would not make a definite proposal, they declined to participate. It would seem that the Government, too, will have to realize that it is now up against a straight business proposition and that its financing must be conducted on that basis.

Welland Loses Out

As the result of procrastination after calling for tenders on Wednesday of last week, Welland finds itself in the position of not being able to take up the most favorable offer made. A Toronto bond house which submitted the highest price, asked that acceptance be made by wire. On Monday acceptance was received by mail. In the meantime the house referred to had been practically taken over by the Government under the Victory Loan arrangement and Welland was advised that the undertaking could not be completed.

THE FINANCIAL POST believes that in this there is a warning to municipalities in dealing with bond houses. When tenders are called a decision should be promptly reached on the basis of the offers submitted or new tenders should be called. The practice of using bids received by tender to boost up private offers is not in accordance with good business ethics and is most unfair to the bond dealers.

ENGLAND CRITICIZES PR. ALBERT FINANCING

Holders of Defaulted Debentures Do Not Approve of Scheme For Settlement

LONDON, Eng.—Investors here regard the official scheme for dealing with the City of Prince Albert's debt as very unsatisfactory, and although most critics recognize that it is an isolated instance in Canadian municipal finance, the general opinion is that it will make British investors wary of future Canadian municipal issues. Some leading press comments are:

"Financial News": "No doubt the scheme is the best that could be arranged in the circumstances, but the default and its sequel are a lesson to investors in the securities of unfledged Colonial municipalities."

"Evening Standard": "The default is a bad one and will tend to make English investors very chary of lending any more money to Canadian municipalities except of first-class standing."

"Canadian Gazette": "The case supplies an illustration of the danger of lending money to an unfledged Colonial municipality, and though the provincial authorities of Saskatchewan were under no obligation to assume any responsibility in the matter, it must be recognized that the credit of the province has suffered."

The "Economist": "The default itself and the disappointing nature of the settlement are unfortunate in the effect they are likely to have upon the reception of future issues by Canadian municipalities. The Prince Albert debentures were floated in December, 1913, at which time Canadian municipal flotations in London were coming thick and fast, and the prospectus, as we pointed out at the time (December 13, 1913) left a good deal to be desired."

The arrangement referred to was accepted by Canadian shareholders of Prince Albert debentures at a meeting in Toronto on April 7 last. It was described in THE FINANCIAL POST at the time and provided for the issuing of new debentures maturing in 1964 instead of in 1934, with annual interest rates as follows: 1 per cent. for five years, 2 per cent. for the second five years, 3 per cent. for the third five years, 4 per cent. for the next ten years, 5 per cent. for the ten years following and 6 per cent. for the final five years.

VICTORIA TO CHANGE TO PROVINCIAL BONDS

City Will Transfer $50,000 Investment in Victory Bonds to a Local Issue

VICTORIA.—Transfer of about $50,000 invested in 1918 Victory Bonds to B. C. Government Bonds, a transaction which will gain a very satisfactory profit for the Corporation, has been decided upon by the civic authorities.

The plan, in effect, provides for the sale of $48,000 worth of 1918 Victory Bonds maturing in 1933. As these bonds stand at 104, the city will get $53,000 for them, or a profit of about $5,000. Of the $53,000, $48,000 will be invested in B. C. bonds maturing in 1939 bearing five per cent. interest, and standing at 93.98, of one per cent. interest for B. C. bonds maturing 1926, bearing five per cent. interest and standing at 94.25.

It will be seen that the city will derive a direct profit by the sale of Victory Bonds, but will lose one-half of one per cent. niterest, for B. C. bonds only bear five per cent. interest while the Victory Loan produce five and a half per cent. The increased capital, however, will more than make up for this loss in interest and will make the yield from the new investment $10 a year greater than that of the investment in Victory bonds.

Not only will the city have a greater capital as a result of the transaction, but it will also gain a profit by reason of the fact that the B. C. bonds are payable on maturity at New York. The difference in exchange between Canada and the United States will yield the city a further sum.

The exchange of money from Victory to B. C. bonds is a plan which the Oak Bay Municipal Council recently adopted.

SASKATOON WILL MAKE PROFIT BY EXCHANGE RATE

Interest Payable October 1st Will Be Transferred to London

A SAVING OF $75,000

Commissioner Yorath Makes Recommendation That Advantage Be Taken of the Present Situation

SASKATOON.—The finance committee has decided, on Commissioner Yorath's recommendation, to turn the present low rate of exchange on English sterling to account by transferring to London £20,000 interest due and payable October 1st, saving approximately $7,500.

The suggestion was contained in the commissioner's report to the finance committee meeting, and as soon as explained met with unanimous approval. Members cited cases showing the relative values in actual figures. Commissioner Yorath pointed out that the exchange might possibly go still lower, but on the other hand it might rise at any time, and the time to act was now. This the committee agreed to.

Following is the commissioner's report on this matter:

As the rate of sterling exchange between Great Britain is extremely low, it was thought advisable to transfer immediately to London £20,000 interest due and payable 1st October. It is possible that the rate of exchange might go still lower, but it was thought advisable, after conferring with the Bank of Montreal, not to speculate on futures. The saving effected will be approximately $7,500.

The bank loan is at present made up as follows:

1918 loan	$ 85,000.00
1919 loan	324,550.25
Total	$409,550.25

This loan includes the advance necessary to pay the October interest. The balance cash in the sinking fund account is $66,889.22, and in the debenture account, $42,022.97.

QUEBEC SHOWS SURPLUS

Province Has Plans For Further Intensive Development

Quebec's happy financial condition is evidenced by the fact that Hon. W. G. Mitchell, provincial treasurer, reports a surplus of $295,221.02. The province is planning on making large expenditures on intensive development. Among the plans, is a proposal to set aside a subsidy of $5,000,000 for the purpose of stimulating colonization.

TORONTO'S ASSESSMENT

Gross Increase Shown of Over Twenty-One Millions

Toronto's revised assessment shows a gross increase of over $21,000,000 over last year, and now reaches a total of $642,816,690. The city's population has gone up from 489,681 to 499,278, which still leaves the city below the half-million mark that it was generally expected would be passed this year.

NOT THE SAME BY-LAW

Calgary Judge Finds Fraud Perpetrated on Ratepayers

Calgary ratepayers voted on an agreement between the city and the gas company and approved it. The city council passed the by-law, and it was validated by the provincial legislature. That the by-law agreed to by the ratepayers, and the one passed by the city council was materially altered by some person unknown before being passed by the city council, is the finding of Chief Justice Harvey, who was appointed to investigate the alleged fraud.

The agreement upon which the ratepayers voted provided for its termination in 1923 and had in it this clause: "May thereafter be extended for a period of ten years by an agreement at the option of the city." In the agreement which was substituted this clause is replaced by one reading: "and unless good cause is shown, shall be thereafter extended by the council for a period of ten years by an agreement to be authorized by the council."

The effect of the clause is practically to extend the franchise, which was lately acquired by a new company, for a period of ten years.

ST. JOHN PLANS PAVEMENTS

A plebiscite will be taken by the city of St. John, N.B., on the question of spending about $1,000,000 on permanent pavements during the next four years. No paving has been gone ahead with for several years owing to the failure of the citizens to take advantage of the Local Improvements Act. The Mayor has refused to issue debentures for pavements that were not planned as local improvements.

R. C. Matthews & Co.
Canadian Government Bonds
Investment Securities
C.P.R. BLDG. TORONTO

New Victory Loan--
By acting now it is possible to save over $6.00 per $1,000 Bond.
The Government has provided the means.
Full particulars upon request.
TURNER SPRAGGE & Co
103 BAY STREET TORONTO TELEPHONE MAIN 4327

McDonagh, Somers & Co.
Government and Municipal Bonds
Dominion Bank Bldg.
TORONTO
Canada

W. L. McKinnon Dean H. Pettes
W. L. McKINNON & CO.
Dealers in
GOVERNMENT and MUNICIPAL BONDS
McKinnon Building - Toronto

W. F. Morgan-Dean Geo. R. Harris
INVESTMENTS
FIRST MORTGAGE
Industrial Bonds
Maturing 1920 to 1934
Secured by assets 4½ times the total bond indebtedness. Net earnings for 1918 equal to nine times the bond interest.
TO YIELD 7%
Morgan-Dean, Harris & Co.
Investment Bankers
Bank of Hamilton Bldg., Hamilton, Ont.

W. Ross Alger & Co.
Investment Bankers
Private wire service to principal cities in Canada and United States.
We specialize in Western Bond Issues.
EDMONTON - ALBERTA

Stocks Wanted
Volcanic Oil and Gas Sterling Bank
Dominion Sugar Trust and Guarantee
Goderich Elevator
J. E. CARTER
Investment Broker, Guelph Ont.

UNLISTED
BONDS AND STOCKS
The latest quotations on any unlisted security furnished free on request.
We specialize in unlisted bonds and stocks, and will be pleased to furnish free quotations, bids or offerings.
Grant Johnston & Co.
MEMBERS MONTREAL STOCK EXCHANGE
86 NOTRE DAME STREET WEST
MONTREAL
TELEPHONE MAIN 5173

Pipestone, Manitoba, has postponed the sale of its telephone debentures until January, owing to the action of the Government in floating the Victory Loan next month.

VICTORY LOAN 1919

"... My aspiration is .. that the final war financial effort of this country shall be as completely successful as the final effort of our boys overseas."

—*Sir Henry Drayton*

RENE-T. LECLERC
INVESTMENT BANKER
160 St. James Street, Montreal
(Established in 1901)

BONDS
CANADIAN GOVERNMENT MUNICIPAL
Correspondence Invited
J. F. Stewart & Co.
106 Bay Street Toronto
Telephone Adelaide 2991

Trustee Investments

	To Yield
City of Toronto	5.35%
City of Hamilton	5.35%
City of North Bay	5⅝%
City of Calgary	5.85%

Full Particulars Upon Request
Houser, Wood & Co.
INVESTMENT BANKERS
10-12 King St. East, - Toronto

We Own and Offer
PROVINCE OF BRITISH COLUMBIA
5½% BONDS
Due 1929
Price to Yield 5.40%
McKAY & McKAY
306-7 C.P.R. Bldg., TORONTO
Telephone Ade. 5682-3

The Corporation of the
CITY OF TRAIL
BRITISH COLUMBIA

SEALED tenders will be received by the undersigned up to 5 p.m. on Monday, September 15th, 1919, for the purchase of $15,500 civic improvement debentures, dated October 1st, 1919, maturing October 1st, 1939, bearing 7 per cent. interest payable half-yearly on April 1st and October 1st.

No te necessarily accepted.

WM. E. B. MONYPENNY,
City Clerk.

DEBENTURES FOR SALE

VILLAGE of Arthur—To complete Hydro-Electric System, $6,000, 30 years, 6%, equal annual instalments, $435.89. Approved by the Railway and Municipal Board. Sealed tenders up to Sept. 20th, 1919. The highest or any tender not necessarily accepted. For information apply to

D. T. SMALL,
Clerk,
Arthur, Ont.

Orillia has struck a tax rate of 42 mills for the current year. This is expected to provide for this year's expenditure and also the overdraft carried over from last year. The separate school rate is 42½ mills. Owen Sound's tax rate will be 35 mills. The separate school rate is fixed at 30.7 mills.

FIELD OF MUNICIPAL FINANCE

THE RELATION OF TAXES AND LOCAL IMPROVEMENTS

Inadequacy and Inequity of the Local Taxation Arrangement

VICTORIA EXAMPLES

Argument That All Property Should be Assessed for Local Improvements Which Are a Benefit

By J. J. SHALLCROSS,
Before Inter-State Realty Convention at Victoria.

The term "local improvements" is applied to those improvements to roads and streets which are necessary to make them suitable for traffic, and taxation is the method whereby the cost of the improvements is collected from adjacent owners, generally in the form of a fixed charge, for a term of years on their properties.

During the years 1910 to 1913 the City of Victoria undertook street improvements on an extensive scale to meet the demand for well-graded hard-surfaced roads, due to the development of motor transportation.

When this work was completed, 65 miles of streets were graded, 53 miles were provided with concrete foundations and hard surfaces, and 12 miles with cluster lights; while there were constructed 123 miles of concrete sidewalks, 57 miles of boulevards and 78 miles of surface drains. In addition several streets were widened or extended as works of local improvements.

The cost of the widenings and extensions was more than had been anticipated, chiefly because the law required that arbitrators should give compensation on the basis of values after the undertaking had been authorized when the anticipated effect of the improvement had been fully discounted by the rise in market prices.

On the other hand, the constructive work was generally well done and at a very reasonable cost, much below what would be the cost of replacement to-day. The expenditures on these improvements amounted to about $8,000,000, which was provided by municipal loans, most of which were issued on a 10-year term basis. Assessments were made on the properties fronting on the improvements which were expected to repay the greater part of the expenditure by the time the loans matured. The City did not undertake to pay any part of the cost of the widenings and extensions or the cost of installing the cluster lights, but, as a rule, it paid one-fifth of the cost of grading, paving and sidewalks, which included the cost of the work done at the intersections of streets.

There were altogether over 500 Local Improvement By-Laws and the cost per front foot varied greatly, depending on the original condition of the road-bed, the width of the right-of-way, the amount of grading necessary, and whether or not the street was likely to be used as a main thoroughfare or by heavy traffic. One or more of the above reasons, some of the more expensive improvements were made on streets on which the frontage property was of relatively low value. Corner lots and lots having a long frontage compared with their area were required to pay a much higher assessment than inside lots of normal dimensions, although it could not be contended that the benefits received increased in like proportion. The Local Improvement charges on vacant land in many cases exceeded its market value after the improvements were completed, which were supposed to have benefited it and it seemed doubtful if the taxes would continue to be paid as the land produced no income and the owners felt that the heavy burden was unjust. Many such owners allowed their taxes to remain unpaid and other owners, with less excuse, began to follow their example.

To meet a situation which, if allowed to continue, threatened to have serious effects on Victoria's municipal finances, the City Council obtained legislative authority for the appointment of a Commission with power to adjust inequalities, and to transfer to the City such portion of the Local Improvement Assessments as seemed to be unduly burdensome, and to extend the time for the payment of the assessments. There is reason to believe that the relief given by the Commission will have the effect desired.

The experience of Victoria certainly shows that serious risks are incurred whenever taxation exceeds the annual income arising directly from the property taxed and that if land is to continue to be a safe foundation for municipal finance it is essential that the taxation which can be imposed should bear some definite and reasonable relation to the market and rental value of the property taxed, and that great caution should be exercised in allowing fixed charges to exceed rental income, as such charges cannot be readily adjusted to falling market values.

If full advantage is to be taken of present methods of transportation, expenditures on a comprehensive plan will have to be undertaken in both town and country districts. It is timely, therefore, to consider anew the relative obligations of property and of the communities in regard to road improvements. Under the common law if the public acquires a right of way by prescription, gift, or purchase, the public becomes the owner and it should do what is necessary to make the right of way suitable for public use. No such obligation has hitherto been imposed on adjacent owners without their consent expressed or implied. Only a portion of the traffic on the majority of streets originates with the property fronting on them and this is particularly true of the residential streets and trunk roads in rural districts which are used freely by the general public as thoroughfares. On the other hand, property in settled districts has little value without adequate means of access.

A fair solution of the problem can probably be found in a division of the cost of road improvement between the adjacent property and the public, the former being responsible for not more than the expenditure which would be sufficient to give adequate means of access, taking into consideration the character and value of the property assessed, and the municipality paying for such further outlay as may be considered necessary to meet public requirements or public policy. An equitable basis having been established for this division of cost, an obligation might fairly be laid, by statute, on all property to contribute to the cost of improvements on roads to which it has direct access, bearing in mind that the maximum contribution, taking the form of a fixed charge on the property, should not place in jeopardy its equity, otherwise there would be no margin left on which to place general taxes and the property might fall into the hands of the public through the non-payment of taxes or assessments.

As to Road Building

It is necessary to consider what class of roadway a prudent owner might be reasonably expected to provide in order that his property should have adequate means of access and the answer to this enquiry will vary with the character and value of the property under consideration and whether it is rural, business or residential property. The prosperity of rural districts largely depends on the development of motor transportation. Trunk roads should be provided, leading to the market centres, with feeders from the various farms and settlements on the right and left. The main roads should be sufficiently good to carry heavy traffic moving at a speed of fifteen to twenty miles per hour. These roads should have a hard surface from fifteen to eighteen feet in width and sidewalks will generally be unnecessary. The feeders will be of a cheaper character and their motor surfaces need not exceed about twelve feet. The cost of these feeders can be placed on the property having direct access to them without creating a burden in excess of the benefit received. Property fronting on the rural trunk roads should be required to pay such portion of the total cost as would represent the cost of a feeder, but it should not be required to assume the extra cost of the trunk road made necessary by the concentration of traffic.

Business property requires a first-class paved street and wide sidewalks, and the right of way should be improved for its full width. As the rental values on such streets is created by the traffic, and these rental values are well established, the entire cost of ordinary improvements can fairly be placed on the properties fronting on the streets. Such properties should not as a rule, be expected to assume the cost of extraordinary improvements involving extensions, widenings, alterations of grade, building of bridges, etc.

For good residential property there should be provided a roadway having a hard, compact surface, 20 to 25 feet in width, on a substantial foundation, and concrete sidewalks, four feet in width, the remaining portion of the right of way being treated in a less expensive manner. Drains will be required to carry off the surface water from the right of way and the lots fronting on it. The average cost of such improvements in the City of Victoria, including maintenance during an estimated life of fifteen or twenty years, on the basis of the present cost of labor and materials, should not exceed a capital charge of $6 per front foot on roads which do not require expensive grading. It would not be prudent to place this charge on residential property of low rental value and the streets fronting on such property should have a cheaper class of improvements. If in order to take care of through traffic, or for other reasons, a more expensive improvement is considered necessary than the standard demanded by the property directly benefited, then the extra cost should be a general charge.

Municipal Liability

The municipality should assume the cost of that portion of all improvements which fronts on intersections of streets, as this applies to the rights of way which are public property, and corner lots having an unduly long frontage in relation to their area should be relieved of at least a portion of the extra burden and it does not seem fair that this should be transferred to inside lots. If owners desire to improve their property by creating new subdivisions, then the roads which are necessary should be constructed by the owners as there is no reason why any community should accept even as a gift a right of way which is not required for public uses if this involves future public expenditure. If, however, it is desired to assist such owners by guaranteeing loans for the improvements of roads, then some sufficient security should be provided by the owners in addition to the security afforded by vacant land, such security to be released in respect to lots on which buildings are erected having a rental value which will protect the guarantors.

While it is suggested that all property should be under an obligation to contribute, within strictly defined limits, to the cost of works of local improvements which benefit the properties assessed, it must still be within the discretion of the local authority whether or not any such work is undertaken and the local authority must give careful consideration to the financial responsibilities assumed by the public and by the properties to be assessed and to the transportation requirements of the whole community.

Money By-laws

Those investors who wish to keep in touch with the municipal bond market will find this department useful. It aims to be accurate and convenient. THE FINANCIAL POST makes a specialty of municipal bond news. Municipalities will find it to their advantage to send in direct news of contemplated bond issues.

TENDERS WANTED

Sept. 15, Charlottenburgh Township.—$30,000, at 5½ per cent., payable in twenty equal annual instalments.—Geo. A. Watson, Clerk, Williamstown.

Sept. 15, Trail, B.C.—$15,500, 7 per cent., half-yearly, 20 years, for civic improvements.—Wm. E. B. Monypenny, Clerk.

Sept. 20, Rural Municipality of Pipestone.—$10,500, telephone debentures, interest payable half-yearly, 20 years.—G. F. Birney, Sec.-Treas., Reston P.O., Man.

Sept. 22, Vermilion, Alta.—$20,000, 6½ per cent., 20 year, for fire hall erection and additional equipment.—H. P. Long, Sec.-Treas., Vermilion.

Sept. 20, Village of Arthur.—$6,000, 6 per cent., 30 years, equal annual instalments $435.89, to complete Hydro-Electric System.—D. T. Small, Clerk, Arthur, Ont. (See announcement, page 13.)

Sept. 29, Three Rivers.—$80,000, 6 per cent., interest payable semi-annually, 30 years.—Arthur Nobert, Treasurer, Three Rivers, Que. (See announcement page 13.)

BY-LAWS TO BE VOTED ON

Sept. 20, Capreol.—$2,000 for erection of market building, etc.; $8,000 for erection of fire hall, etc.

Sept. 20, Windsor.—$75,000 for various local improvements.

Verdun, P.Q.—$75,000 for extension of electrical plant.

Sept. 15, Bracebridge.—$4,000 for erection of a hose tower and stable.

Sept. 30, Vancouver.—$465,000, for school purposes; $100,000 for road work, etc.; $160,000 for repair of Connaught Bridge, etc.

Sept. 22, St. Catharines.—$17,400 to acquire certain lands in the Township of Grantham for the purpose of establishing a cemetery; $10,000 for the purpose of establishing athletic and recreation grounds.

Sept. 15, Russell.—$10,000 for building a public-owned skating, curling and hockey rink.

DEBENTURE NOTES

Sydney, N.S.—At a meeting of the council held recently it was decided to float bonds to the amount of $5,000 within a short time to secure funds for necessary water extensions and street construction. The bonds will be for 30 years at 5½ per cent. interest, and $3,000 of the amount will be used for water extensions and $2,000 for street construction.

BOND SALES

$500 Asbestos at 78; $2,000 Ames-Holden at 90; $2,000 Can. Bread at 94¼ to 94⅛; $500 Can. Car at 94½; $25,000 Can. Cement at 100 to 99¾; $3,600 Cedar Rapids at 87; $3,500 Can. Locomotive at 95; $1,000 Dom. Canners at 94; $13,500 Elect. Development at 90; $2,100 Montreal at 102 to 100½; $1,000 Porto Rico at 82; $10,000 Penmans at 90; $16,800 Quebec Rly. at 65¼ to 62; $7,000 Riordon at 96; $2,000 Rio Jan. at 85; $200 Nat. Breweries at 100; $12,200 Lyall Cons. at 94; $4,500 Montreal Trams. debs. at 73 to 71½; $600 Steel of Can. at 99½ to 99; $500 Sher.-Williams at 100⅛; $5,000 Steamships, debs. at 81¾; $500 Spanish River at 104¾; $10,500 Wayagamack at 85½ to 85; $307,100 Victory Loan (1922) at 100½ to 100; $436,750 (1923) at 100⅝ to 100; $150,000 (1927) at 102⅝ to 101¾; $730,950 (1933) at 104⅞ to 103⅝; $243,150 (1937) at 105¼ to 104¾; $32,100 War Loan (1925) at 98 to 97½; $8,200 (1931) at 99 to 98½; $99,300 (1937) at 100½ to 100.

CANADIAN Government and Municipal BONDS
We shall be pleased to furnish our list of investment suggestions on request.
W. A. MACKENZIE & COMPANY
TORONTO CANADA

OUR CHARGES
Our charges for the management of an estate are no more and often less than those of a private executor. They are fixed by the Surrogate Court Judge when he audits the estate accounts. The amount which he allows, as the Order of the Court reads is: "a fair and reasonable allowance, for our care, pains, trouble, and time and personal disbursements expended in and about the administering, arranging and settling the affairs of the said estate."
THE
TORONTO GENERAL TRUSTS
CORPORATION
Head Office, 83 Bay Street, Toronto
Branches at Ottawa, Winnipeg, Saskatoon and Vancouver

We are prepared to underwrite well secured bond issues of Industrial Corporations in good financial standing
R. A. DALY CO.
BANK OF TORONTO BUILDING
TORONTO

McDougall & Cowans
(Members Montreal Stock Exchange)
93-95 NOTRE DAME STREET WEST, MONTREAL
Branch Offices:
Quebec Toronto Ottawa St. John Winnipeg Halifax
Connected by Private Wire

HIGH GRADE PULP AND POWER ISSUE
6½%
SERIAL SECURED GOLD BONDS
SAGUENAY PULP AND POWER COMPANY
Maturing from July 1921 to July 1934
PRICE: Par and Interest
BEAUSOLEIL LIMITED
112 St. James St. (Canadian Investment Securities) Montreal

P.A.X.

THE AUTOMATIC TELEPHONE
SAVES MAN HOURS
The man hours saved in your plant in a year with the P.A.X. would overcome the extra outlay for labor, to a surprising extent.
P.A.X. may be seen in operation at—
AUTOMATIC ELECTRIC CO.
ALBERT P. LINTZ, Agent for Ontario and Quebec
Suite 100, 26 Queen St. E., Toronto Main 3014

TENDERS
CITY OF THREE RIVERS
PROVINCE OF QUEBEC

Public notice is hereby given, that the Council of the City of Three Rivers will receive until the 29th day of September inst. (1919) at four o'clock P.M., at the office of the Undersigned, Arthur Nobert, Treasurer of the City of Three Rivers, written tenders for the purchase of debentures of said City of Three Rivers, amounting to Eighty Thousand Dollars ($80,000), issued under By-law Chapter 357, duly approved according to law, dated November 1, 1917, maturing in thirty years from their date, bearing interest at the rate of six per cent. per annum, payable semi-annually on the first day of May and November in each year, at the office of the Bank of Hochelaga in the cities of Three Rivers, Montreal and Quebec.

The said tenders will be considered at the public meeting of the Council of the City of Three Rivers or one of its Committees, Monday, the 29th September, 1919, at eight o'clock P.M.

Every tender must be accompanied by a certified cheque equal to one per cent. of the total amount of the issue.

After the opening of the tenders, the cheque deposited by the tenderers whose offers are not accepted, shall be handed back to them without delay; that of the tenderer whose offer is accepted, shall be handed back to him after the execution of his contract.

Every tender shall specify whether the price offered does or does not include the interest accrued on the bonds at the time of thir delivery. The Council of the City of Three Rivers does not bind itself to accept any tender.

GIVEN at Three Rivers, this sixth day of September, Nineteen Hundred and Nineteen.

The Treasurer of the City of Three Rivers
ARTHUR NOBERT

Please Ask Questions

IF you, as a subscriber to THE FINANCIAL POST, desire information on any Canadian security, or other financial matter, you have the privilege of requesting it from the publishers of THE POST. Enquiries are treated confidentially and are answered by mail. Please enclose stamp for reply.

INVESTORS' INSURANCE NOTES

RELIEVING THE AUTO OWNER OF RESPONSIBILITY

Several Kinds of Insurance Policies For Fire, Theft and Collision

PROTECTION GIVEN

Motorist Who is Insured is Relieved of Personal Liability in Accidents Where Damages Are Demanded

Every man who owns an automobile has an investment that any day may drop out of his "assets" column and may even provide a healthy figure to add to his "liabilities." Every day automobiles are stolen; in Toronto, between three or four stolen automobiles a day are reported to the police. Most of these are recovered, but many of them in a damaged condition. Just how expert auto thieves have become in evading the law is evidenced by the fact that at the present quarterly sessions opening in Toronto, only ten persons are charged with automobile thieving. Probably other Canadian cities find conditions much the same. Motor accidents are bound to occur in the busy city traffic, no matter how careful a driver may be. To refer to Toronto again, there is an average of one fatal motor accident in that city almost every week, not to mention the countless accidents where pedestrians are crippled or property is damaged by an automobile. Each of these accidents is liable to prove very costly to the driver of the automobile concerned. A motorist who causes damage to life, limb or property usually has a hard time convincing a jury that he was driving properly. A serious motor accident may be a greater liability to a motorist than the theft of his car.

These are not the only troubles a motorist may run into. His car is peculiarly susceptible to fire. Gasoline explosions, and fire starting from faulty ignition, carbon in the cylinders, etc., are only too common. There is also the possibility of him injuring his own car without inflicting any hurt or damage on another person or his property.

Motor Insurance Grows

With such risks attending, even the careful motorist it is easy to see why motor insurance is becoming so popular. Motor insurance brings not only protection but peace of mind to the auto-owner, for he is less apt to worry about his car being stolen, or destroyed, or impounded when he knows that he is protected financially from loss. Canadian accident and fire insurance companies have been quick to see the latest possibilities of motor insurance. Where thirty companies were in the field last year now nearly seventy companies are writing automobile insurance. It is only in the past two years that this form of insurance has been pushed in Canada though American motorists have seen that their cars had it for five years or more. Last year Canadian companies collected $2,151,860 in premium, and wrote up a vast amount of new business. This year it is expected that the 1918 figures for new business will be at least tripled.

Several Kinds of Policies

Automobile policies take several forms. Most popular is insurance against personal liability, which protects a man in case of an accident in which his car injures or kills another person. It is this kind of accident that is apt to prove most costly, for it usually involves a legal suit in a [illegible] of law, unless the motorist is prepared to pay heavy damages without resistance. For a man who is insured, the companies take over all liability, provide legal assistance to the motorist in defending himself and pay whatever damages are agreed upon, whether they be $25 or $25,000.

Insurance against theft is also written up to a large extent. There is a discount of 15 per cent. allowed to the motorist who will install a "theft-proof" lock, a fair indication of the insurance man's opinion of the lock's resistance to theft. Insurance against fire protects the motorist against fires whether of inside or outside origin, and again there is a discount of 15 per cent. for the man who provides a fire extinguisher on his car.

The most expensive form of insurance protecting the motorist is on the insured's own car. He may run his car into a telegraph post on a lonely road when he is tired of it, and providing no insurance man saw him he can collect the amount of his policy. Very few policies are written, though this form of insurance is often demanded by auto-dealers who rent cars or sell them on easy-payment plans.

GREAT WEST'S RECORD

Has Signed Up Nearly Forty Millions of Insurance This Year

The Great West Life Assurance Company, in common with many other life companies, is having the most successful year in its history, and expects to have $200,000,000 in insurance written before the end of this month. To the end of August, the amount written up this year was $38,141,066, as compared with about $23,000,000 at the end of August last year and $36,575,029 for the entire year of 1918. Every month this year has shown an increase over the previous month.

PLATE GLASS RATES NOT GOING UP NOW

May Be Revision Later, Owing to World Shortage of Glass

Canadian plate glass insurance companies have not yet decided to increase their rates to keep pace with American companies, who have declared a general increase for the whole United States ranging from 10 per cent. to 33 1-3 per cent. Insurance men state, though, that the question of revising the rates will probably be taken up shortly as there is no prospect of the world shortage of plate glass and consequent high prices showing any signs of improvement. Canadian rates were last adjusted in August, 1918, when increases averaging 15 per cent. went into effect.

As practically all plate glass insurance is written on a replacement basis, the price of glass is naturally the governing factor in determining rates. During the war the price of plate glass has increased from 100 to 150 per cent. in Canada, and there is a shortage even at the higher rates. Before the war practically all Canada's glass was imported from Belgium, Northern France and England. This supply has been cut off for the past five years, as the Belgian and French plate glass factories were nearly all destroyed by the German invader, and English plate glass factories have been kept busy replacing windows shattered by German air raiders. It is estimated that it will take several years to replace all the glass windows broken in England during the war. Of late, Canada has had to depend almost entirely on the Pittsburgh glass makers for its supply. With a shortage of glass in the States and high prices being bid, the American manufacturers have not been anxious to market their goods in Canada and have been very lax in their attention to Canadian orders.

The increases put into effect by the American companies will not affect Canadians insuring through the local agents of the American companies, as the local rate is always taken as the premium basis. The Canadian companies are unanimous in stating that there is no profit for them in plate glass insurance at present rates. One agent reported having collected $256 in policies last year and paying out $3,500 for breakages. They have merely been carrying the insurance at a loss in the hope that a return to normal conditions will aid them to make up their losses.

INFLUENZA AN ARGUMENT

Insurance Companies Point Out Moral Of Last Year's Epidemic

There is abundant evidence that insurance canvassers are still making a strong point among prospects of the danger of influenza epidemics, and that a goodly portion of the enormous amount of new business that is being secured on every side, is due to the fear and warning resulting from the outbreak last fall. Even the large losses the insurance companies incurred from deaths last year and early the present year on this account are being quoted as a cogent argument with hundreds of prospects. In any case the present year's business among companies operating in Canada will run farther in advance of last year than it or probably any previous year did of the preceding one. In several instances large districts have doubled last year's record to date.

RUSSIAS GOING UP?

Canadian holders of Russian Bonds may see a gleam of hope in the optimistic attitude taken by the editor of *The Financier*, of London England. He says:

"Events have now taken a decided turn for the better. The news from Russia in the past few days has been the most hopeful we have received for many weeks, if not months, and it looks as if the Bolshevik regime is now on its last legs. Holders of Russian bonds, therefore, can feel pleased with themselves that they have held on through the dark night and the light days, and have not sold at a heavy sacrifice. The prospect now looks fair enough to strengthen their patience greatly, and I look to see a goodly recovery in prices as time goes on."

VETERANS EASILY PASS TESTS FOR LIFE INSURANCE

Original Fear They Were "Bad Risks" Unfounded, Says Insurance Head

EVEN THE WOUNDED

Some of Them Return in Better Physical Condition Than When They Left Canada To Go Overseas

The experience of life insurance companies with returned men indicates more and more that their sojourn at the front has not made them impossible "risks" for the companies to anything like the extent that was expected at first. Mention was made some time ago in these columns of resolutions that had been passed by some branches of the War Veterans' Association, calling on the Government to take some action to protect the men who could not look for insurance at the hands of the regular companies. Indeed, many of the Executives of the companies themselves thought that a large proportion might be found unable to pass the medical examination, with the result that they would be forced to go on without any insurance on their lives, and this position it was recognized would be manifestly unfair to the returned soldiers. At the same time the companies pointed out that if the risks were hazardous ones, they were not warranted, in the interests either of the greater number of other policy holders, and their shareholders, to take on risks that were below the standard on which existing rates were based.

But the alarm was unwarranted for the most part. The head of a large company, himself of lengthy military experience, declared to the FINANCIAL POST that it had been found that the returned men were better than when they went away in a large percentage of cases, and that in the case of his own company, not a single instance had occurred where the returned men had been unable to pass a satisfactory medical examination. That is, there had not been a single rejection so far.

This evidence is reassuring from several standpoints. It is clear that if the reverse had been the case to any great extent it would have devolved on the Government to take up some form of insurance on its own account, or assume a portion of the premiums that the companies would have been compelled to charge, with complications at the best. On the other hand it indicates that the large number of policies that were carried by the men throughout the war, and have been retained in force, are not likely to reduce to any great extent the average of the whole, a condition which, in turn, is to the advantage not only of the company itself but to the great body of the assured. The military officer in question pointed out that such cases as men who had been exposed to gas attacks which did not render them ineligible to insurance now, might later on develop weakness, but on the whole the condition of the returned men as risks was felt to be satisfactory. This applied even to men who had received several wounds.

LIFE'S UNCERTAINTY

Canada Life Agent Reports Striking Case From New Brunswick

A striking illustration of the uncertainty of life is told by Mr. Ramsay, Assistant Superintendent of the Canada Life.

While on a recent trip in New Brunswick, Mr. Ramsay visited the farm of Frank W. Nixon, who had taken out a policy for $4,000 in September, 1918. Mr. Nixon was in good health with all appearances of a long life ahead of him. Upon returning to Head Office one week later and asking to see Mr. Nixon's papers, Mr. Ramsay was astonished to learn that the papers were in the Claims Department, Mr. Nixon having been gored to death by a bull on July 6th. The claim was paid on July 17th to the widow, Mrs. Effie May Nixon.

MOTOR UNION INSURANCE

The Motor Union Insurance Company, Ltd., which has a Canadian office at 59 Yonge Street, reports a successful year during 1918. Premium income amounted to $8,593,841.86, and the balance to the credit of the profit and loss account was $1,196,398.16.

Interim dividends of 5½ per cent. on the preference shares and of 30 per cent. on the ordinary have already been paid, and on August 14, a further distribution of 20 per cent. on the common was authorized. Substantial allocations were also made to the reserve account, and assets are now over ten million dollars.

SIZE, STRENGTH, LIBERALITY

The Sun Life Assurance Company of Canada, with over $340,000,000 of business in force, has all the advantages that size can bring to a life company.

With assets of over $97,000,000 and surplus of over $8,000,000 it has decided strength and safety.

Its policy, conditions and dividend record have earned for it an enviable reputation for liberality, while its record for fair dealing is unexcelled.

For information as to contracts, communicate with the nearest Division office, or with the Company's Head Office in Montreal.

SUN LIFE ASSURANCE COMPANY OF CANADA
HEAD OFFICE—MONTREAL
T. B. MACAULAY, President

BRITISH COLONIAL
FIRE INSURANCE COMPANY
MONTREAL

Authorized Capital - -	$2,000,000.00
Subscribed Capital - -	1,000,000.00
Paid-up Capital - - -	247,015.79

General Fire Insurance Business Transacted
Theodore Meunier, Manager

The Independent Order of Foresters

Furnishes a Complete System of Insurance

Policies issued by the Society are for the protection of your Family and cannot be bought, sold or pledged.

Benefits are payable to the Beneficiary in case of death, or to the member in case of his total disability, or to the member on attaining seventy years of age.

Policies issued from $500 to $5,000. For further information and literature, apply to

Benefits Paid 63 Million Dollars

FRED J. DARCH, Secretary — W. H. HUNTER, President — S. H. PIPE, F.A.S., A.I.A., Actuary
HEAD OFFICE - - - TORONTO

CONSERVATION OF LIFE INSURANCE

Life insurance is of supreme value in these uncertain times. Life insurance should not only be jealously guarded and kept in full force, but it should be increased if at all possible. It is a well known fact that the dollar has greatly diminished in value so that a given income will not purchase much more than one-half the amount that it would have yielded in pre-war days. Not only, therefore, should we resist every inducement to relinquish our insurance, we should rather increase our protection to the limit of our ability. Ther is nothing else to be compared with a life insurance policy as a protection for the home. During the policyholder's life it is an asset of ever increasing value: at death it is the financial anchor of one's dependents. Do not allow your "best friend" to induce you to give up a policy in a sound company. Take a new policy if you can, but never give up the old!

THE MUTUAL LIFE ASSURANCE COMPANY OF CANADA
WATERLOO : : ONTARIO

5½% INTEREST RETURN

INVEST YOUR SAVINGS
In a 5½ DEBENTURE of
The Great West Permanent Loan Co.

SECURITY

Paid-up Capital	$2,412,578.81
Reserves	964,459.39
Assets	7,086,695.54

HEAD OFFICE, WINNIPEG
B ches: Toronto, Regina, Calgary, Edmonton, Vancouver, Victoria, Edinburgh, Scotland.

THE
CANADA NATIONAL FIRE
INSURANCE COMPANY
HEAD OFFICE: WINNIPEG, MAN.

TOTAL ASSETS $2,468,523,08

A Canadian Company Investing its Funds in Canada

APPLICATION FOR AGENCIES INVITED

TORONTO: 20 KING ST. W. Lyon & Knowland, Agents

YOU SHOULD ENTRUST

the administration of your Will only to those experienced in such matters. Administration of Estates is this Company's business, and its officers are especially trained for all the duties involved and will be glad to discuss this subject with you. Appoint this Company to act either as your sole Executor or jointly with your friends.

MONTREAL TRUST COMPANY
Sir Herbert S. Holt, President — A. J. Brown, K.C., Vice-Pres.
TORONTO OFFICE: 61 YONGE STREET
J. F. HOBKIRK, MANAGER

CHOSEN FRIENDS

The Order furnishes Life insurance to members in accordance with the Standard of the Government of Ontario. Sick and funeral benefits are also given if desired.

No charters are granted to Local Councils outside of Canada. Being confined to this healthful Northern Zone, the death rate is small and rates proportionately low. The Order has already paid over five million dollars in death and disability claims, and over five hundred thousand dollars in sick and funeral benefits.

Over 600 Councils in Canada. If there is not one in your locality there should be. For full information write to any of the following officers:

J. L. Davidson, Grand Councillor. — W. F. Montague, Grand Recorder
W. F. Campbell, Grand Organizer. — J. H. Bell, M. D., Grand Medical Ex.
HAMILTON - ONTARIO

British America Assurance Co.

Fire, Marine, Hail and Automobile Insurance.

HEAD OFFICE - - LONDON

BOARD OF DIRECTORS: W. B. Meikle, President and General Manager: Sir John Aird, Robert Bickerdike (Montreal), Lt.-Col. Henry Brock, Alfred Cooper (London, Eng.), H. C. Cox, John H. Fulton (New York), D. B. Hanna, E. Hay, John Hoskin, K.C., LL.D., Z. A. Lash, K.C., LL.D., Geo. A. Morrow, O.B.E., Lt.-Col. the Hon. Frederic Nicholls, Brig.-Gen. Sir Henry Pellatt, C.V.O., E. R. Wood.

Assets over -	$4,000,000.00
Losses paid since organization, over -	$45,000,000.00

Western Assurance Company

Fire, Marine, Automobile, Explosion, Riots, Civil Commotions and Strikes. Insurance.

Incorporated 1851

HEAD OFFICE, TORONTO, ONT.

Assets over -	$7,000,000.00
Losses paid since organization over -	$74,000,000.00

BOARD OF DIRECTORS: W. B. Meikle, President: Sir John Aird, Robert Bickerdike (Montreal), Lt.-Col. Henry Brock, Alfred Cooper (London, Eng.), H. C. Cox, John H. Fulton (New York), D. B. Hanna, E. Hay, John Hoskin, K.C., LL.D., Z. A. Lash, K.C., LL.D., Geo. A. Morrow, O.B.E., Lt.-Col. the Hon Frederic Nicholls, Brig.-Gen. Sir Henry Pellatt, C.V.O., E. R. Wood

5% AND ABSOLUTE SECURITY

Over 200 Corporations, Societies, Trustees, or Individuals have found our Debentures an attractive investment. Terms one to five years.

The Empire Loan Company
Winnipeg, Man.

For the well groomed man
TEXEND BRACES
Finer than the imported
The Dominion Suspender Co. Limited
NIAGARA FALLS, ONT.

SOLICITORS

TORONTO

BLAKE, LASH, ANGLIN & CASSEL
Barristers, Solicitors, Etc.
Canadian Bank of Commerce Building, Toronto
Cable Address: Blakes, Toronto.
General Solicitors for the Canadian Bank of Commerce, National Trust Company, Limited, etc.

CHARTERED ACCOUNTANTS

EDMONTON, ALTA.
Baldwin, Dow & Bowman, Jackson Block.

A HOLIDAY YOU WILL APPRECIATE

The Muskoka Lakes have won a commanding place among the summer playgrounds of this continent. They draw their devotees each season from every centre of importance in Canada and the United States. The Muskoka group is composed of three large lakes and some smaller ones. The principal lakes, often called the "Three Graces" are Rosseau, Joseph and Muskoka. When you consider the Muskoka resorts are within three and a half hours' ride by the Grand Trunk from Toronto, and proportionately accessible from many other large centres, no more delightful trip can be planned. A pleasant journey by train; a delightful sail of from one to four hours through beautiful lake and island scenery; a sojourn at a well conducted hotel or boarding house, indulging in such recreations as golf, bathing, sailing and fishing. For full particulars and booklet regarding this territory apply to any Grand Trunk Ticket Agent or C. E. Horning, District Passenger Agent, Toronto, Ont.

NEW OFFICES ON KING STREET FOR FINANCIAL FIRMS

Several Buildings Under Way and More Are Being Considered

SOME PRESENT PLANS

Banks Plan Big Extensions in the Next Two Years and Three Will Occupy a Solid Block

With the opening up of the proposed Wood-Gundy building, which was announced in THE FINANCIAL POST last week, and the completion of several other financial institutions now under construction on King street, that thoroughfare will take its place as an important financial centre. Already seven banks have their head offices on this street, and another will build shortly. Buildings actually under construction include the new office of the Bankers' Bond Company, next door to the Standard Stock Exchange building, which will be occupied this fall; the Canada Trust building near King and Yonge; the additions to the new wing of the Canadian General Electric companies' offices at King and Simcoe, and the reconstruction of the old Rice Lewis building at King and Victoria streets, which though not actually under way will probably be begun soon.

New Merchants' Bank

The Merchants' Bank already has tenders in for their new Toronto office, which will be between the Home Bank Building and the Star office, but as both the president and the general manager are in the West, nothing can be done until their return.

When labor conditions become normal the Union Bank will extend its main office building, replacing the more or less historic Colonial building next door to their present office, with a modern structure. There are two other banks in the block bounded by Melinda, Jordan, King, and Bay streets, the Nova Scotia and the Commerce. Ultimately the three banks will occupy the entire block, with the exception of the small area where the Toronto General Trusts Building stands. The Bank of Nova Scotia owns the Quebec Bank building on the right and the Trusts and Guarantee building on the left. It will be two or three years at least before the bank will attempt to raze its three buildings, to make way for its contemplated new head office. The Bank of Commerce also is in no hurry to erect its new building until labor conditions are more normal. It will be at least two years before the bank builds, but when the new office is erected it will cover double the area at present occupied by the bank.

Many Rumors Afloat

The Canada Life Assurance Company was said to have some plans regarding the development of their property at King and Bay streets, next door to their present building. The Sterling Bank head office is now on the property. Officials of the company, however, state that they have no present plans, and expect that some alterations in the layout of their present building now going on will suffice to take care of their increasing business. Another rumor that has been current is that a large financial house has taken an option on the Mail building at King and Bay streets. The officials of the Mail Printing Company state that this is not the case, and that in any event they will not part with a corner that they consider the most valuable in the city for them. They have no intentions of erecting a new building. Other rumors current on the street are to the effect that the National Trust Co. and the Dominion Securities Corporation are planning to erect new offices. The financing of the new King Edward Hotel wing will be proceeded with following the next Victory Loan, and construction will not be long delayed.

Eight Banks Head Offices

The importance of the street as a financial centre is best exemplified by noting that of Canada's eighteen chartered banks, seven have their head offices in the block that extends from Yonge street to Bay street, one other will have its head office there very shortly, two have their chief Toronto offices there, and still another will erect its Toronto office on King street in a few months. The banks that already have their main general offices on King street are the Sterling, Toronto, Dominion, Commerce, Nova Scotia, Home and Standard. The Imperial Bank has already announced its intention of building a new head office building at King and Yonge streets. The Union and Royal have their main Toronto offices in the area; the Bank of Hamilton is a few yards away and the Merchants' Bank will probably commence their new building very shortly.

CANADIAN STOCKS

Quotations of listed Securities on the Montreal and Toronto Stock Exchange, with prices at closing on Sept. 12 In stocks listed on both exchanges prices quoted are those of the market in which a stock — the more active (Reserve Funds, Profit and Loss, include all Reserves except "Depreciation.")

BANKS

Capital Stock Outstanding	Reserve Fund	Profit and Loss	Net Earnings % 1917-18	Dividends 1916	1917	1918	Last Dividend Date 1918-19	Rate	Yield to Sept 4	BANKS	Range 1916 High	Low	Range 1917 High	Low	Range 1918 High	Low	Range 1919 to Sept. 4 High	Date	Low	Date	Close Sept. 12 1918 Ask	Bid	Close Sept. 11 Ask	Bid	Week ending Sept. 11 High	Low	Close	Sales
4,866,666	3,017,333	428,844	13 70	7	8	......			....	British North America	112	110	112	112	165	112												
15,000,000	15,000,000	1,444,842	19 00	10+2	10+2	10+2	2nd Sept.	3	6.03	Commerce	203	183	188	182½	202	183¾	215	Jan. 9	198½	Aug. 22	185½	185	200	199	199½	199	199	85
6,000,000	7,000,000	446,503	18 10	12	12	12	1st July	q. 3	5.85	Dominion	220	204	212½	202	209½	199	219	Jan. 20	199¾	June 26	202	.....	206	.....	206	205¾	205¾	133
3,000,000	3,500,000	85,114	19 03	12	12	12	2nd Sept.	q. 3	6.38	Hamilton	197	246¾	192	184	188⅛	181	209	Jan. 15	182½	May 27	.....	.....	.....	187	187⅛	187	187⅛	68
4,000,000	3,800,000	62,959	14 87	9	9	9	2nd Sept.	q. 2¼	5.69	Hochelaga	149	145	145	140	143	140	160	July 26	147	Jan. 13								
7,000,000	7,500,000	865,459	17 81	12	12	12	1st Aug.	q. 3	6.06	Imperial	203	180	200½	185	202½	185	210	Jan. 20	196	July 24	185	.....	199⅞	199	200	200	200	9
1,947,705	400,000	158,348	12 26	5	5	5	2nd Sept.	q. 1¼	6.32	Home Bank																		
7,000,000	7,000,000	574,043	19 75	10	10	10+1	1st Aug.	q. 2¾	5.67	Merchants	180	150	170	167	180	169	202½	Apr. 25	180	Jan. 2	.....	.....	195	.....	195	194	195	8
4,000,000	4,800,000	248,029	17 80	11	11	11	1st July	q. 3	6.18	Molsons	195	182	186	179½	179⅞	179⅞	200	Jan. 17	179½	Jan. 3	179⅞							
16,000,000	16,000,000	1,901,613	16 01	10+2	10+2	10+2	2nd Sept.	q. 3	5.66	Montreal	240½	219	234	210	218¾	210	225	Apr. 24	210	Mar. 20	210	.....	215	213	213	213	213	52
2,000,000	2,200,000	48,699	26 67	8	9	9	1st Aug.	q. 2¼	5.69	Nationale	134	134	149	134	148	148												
6,500,000	12,000,000	749,694	21 70	14	14	14	1st July	q. 4	5.79	Nova Scotia	261	254	257½	248½	251¼	248	278	July 25	255	Jan. 4	248	.....	.....	275	276	276	275	39
4,000,000	4,750,000	199,855	16 12	12	12	12	1st May	q. 2	5.76	Ottawa	204	202	202	200	206	201	208	Feb. 1	203	Jan. 4								
14,000,000	15,000,000	535,757	20 06	12	12	12	2nd Sept	q. 3	5.63	Royal	221¼	210	214	208	215	205	217	Aug. 12	205	Feb. 17	208	.....	215	.....	214½	214	214	48
3,500,000	4,500,000	227,326	19 91	13	13	13	1st Aug.	q. 3¼	6.04	Standard	221	211¼	215	200	208⅜	200	217	July 15	204⅜	Apr. 25	.....	.....	215½	.....	215½	215	215½	71
1,223,341	400,000	40,909	17 50	6	6	6	15th Aug.	q. 1½	6.59	Sterling																		
5,000,000	6,000,000	625,623	16 90	11	11	11	2nd Sept.	q. 3	6.12	Toronto	215½	190	192	187½	193½	184½	205	Feb. 4	193	Jan. 6	.....	.....	196	195	196½	195	195	21
5,000,000	3,600,000	126,298	15 48	8+1	8+1	9	2nd Sept.	q. 2½	6.21	Union	140	132	142	135	162	137	171	Jan. 7	157½	Feb. 20	160	154½	.....	161	162	161½	162	9

TRANSPORTATION—RAILWAYS, NAVIGATION AND STREET CARS

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	Div. 1917	1918	Last Dividend Date	Rate	Yield	Company	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	Close Sept. 12 1918 Ask	Bid	Close Sept. 11 Ask	Bid	Week High	Low	Close	Sales
27,450,000	8,483,500	52,083,991	......	.....	.....			.....	Barcelona, T. L. and P.	17	19	17	8	15¼	8¾	13¼	Jan 10	8½	Aug. 21	11½	11½	10½	10	10	9¾	10	255
106,417,800	.....	7,500,000	5,190,986	1	....	1st Mar. 17	q. 1	....	Brazilian Traction L. and P.	62⅝	43	47¾	31¾	40	32	61	July 10	50	Feb. 4	43¾	43¼	52¾	52	53	51½	52¼	3,372
.....	10,000,000	.....	.....	6	6	1st July	q. 1½	.....	Brazilian Traction, Pref.																		
12,000,000	.....	6,684,206	5,009,630	.....	.....	16th June	q. 1	7.40	Canada Steamships Lines, Com	45	16	45⅝	29¾	51	39¼	55	Aug. 12	41½	Feb. 2	45	44½	55	54¾	55	54	55	1,685
.....	12,500,000	.....	.....	19.83	7	1st July	q. 1¾	8.33	" " " Pref	95½	89¾	93¾	71	80	72½	87½	June 2	77	Feb. 13	77½	77	84¼	83¾	84¼	83¾	84¼	1,908
260,000,000	90,681,921	271,934,882	233,993,716	10	10	1st July	q. 2½	5.90	Canadian Pacific Railway	182½	163¾	167½	127¾	185	137¾	175	July 16	160	Jan. 9								
15,000,000	.....	35,851,500	7,807,827	7¾	8	2nd Sept.	q. 2	7.92	Detroit United	128½	69	128	104¾	.....	.....	110	May 13	94	May 10	.....	.....	.....	99	100	99¼	99¾	410
3,500,000	1,500,000	3,500,000	576,002	2	3	2nd Jan.	s. 1	7.14	Duluth Superior Traction Co., Com.	49	37	51	40	42	41	32	Apr. 16	28	Feb. 21								
12,331,000	.....	4,562,000	1,060,346	3	.....				Illinois Traction, Com.																		
.....	7,289,500	.....	.....	6	6	1st July	q. 1½	8.00	Illinois Traction, Preferred	91	87¾	89	79	80	80	80	Feb. 1	75	Aug. 25								
20,000,000	.....	16,381,333	.....	.....	.....	1st Nov.'13	q. 1¾	.....	Mexico Tramways Co.																		
25,206,800	12,603,400	87,264,900	20,488,04	7	7	15th Oct.	s. 3½	.....	Minn., St. P. and S.S.M., com																		
3,403,330	.....	35,608,153	1,152,457	10	.....	2nd July	q. 2½	8.69	Montreal Tramways	.....	.....	181	144	150	150	114¾	June 4										
9,000,000	4,465,500	14,075,000	2,428,908	5	5	15th Sept.	q. 1¼	6.84	Northern Ohio Traction																		
3,000,000	.....	3,885,666	253,513	.....	.....	1st Oct. '14	p. 1	.....	Porto Rico Railways Co., Com	49½	30	42	30	37	25¼	35	Feb. 8	25	June 6	.....	.....	.....	.....	24	24	24	10
.....	1,000,000	.....	.....	7	7	1st July	q. 1¾	8.75	" " " " Pref.	30	.....	80	80														
9,999,500	.....	10,797,000	753,091	.....	.....	15th Jan.'12	q. 1 p	.....	Quebec Railway L., Heat & P. Co.	45	14	35½	14¾	22½	15	22	Mar. 8	16½	Feb. 19	19	18	18½	18	19½	17¾	18	1,585
12,000,000	.....	2,730,253	6,675,017	8	4	2nd Jan.	q. 1	.....	Toronto Railway	111	72	90½	58½	63	58	55	Jan. 4	39	June 14	61½	60½	42	40	40	39½	39½	25
22,000,000	3,000,000	20,238,000	1,180,078	6	1	2nd Jan.	q. 1	.....	Twin City, common	101	93⅜	95	53	65½	39½	58	June 4	39	Jan. 2	46	44½						
9,000,000	.....	10,130,000	1,502,068	.....	.....	1st Jan.'16	q. 2½	.....	Winnipeg Electric	110	90	81	36	48	48	49	Mar. 3	35	Jan. 16								

TELEGRAPH, LIGHT AND POWER UTILITIES

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	Div. 1917	1918	Last Dividend Date	Rate	Yield	Company	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	Close Sept. 12 1918 Ask	Bid	Close Sept. 11 Ask	Bid	Week High	Low	Close	Sales
18,000,000	.....	11,149,000	2,286,556	8	8	15th July	q. 2	6.72	Bell Telephone	152	140	150	129	132½	128	133	May 19	114	June 7	130	.....	120½	118½	120	119	119	64
5,360,700	.....	.....	.....	10	10	1st July	q. 2½	6.73	Consumers Gas	176	160	165½	147	153	144½	152	Feb. 14	147½	June 17	.....	146	148½	.....	148½	148	148½	113
1,900,000	.....	2,999,813	141,438	.....	.....				Calgary Power																		
41,380,400	.....	.....	1,924,151	1½	6	1st July	q. 1½	7.67	Mackay, common	69¼	64½	90	70¾	79¾	72½	82	May 12	71½	Jan. 23	78½	77½	78	77	77½	77¼	77½	160
.....	50,000,000	.....	.....	4	4	1st July	q. 1	6.15	" preferred	15	15	68	59	65⅜	56⅛	68	June 6	64¼	Jan 28	.....	.....	65½	64¾	65	65	65	1
13,585,000	6,000,000	21,073,833	.....	.....	.....	30th Dec.'13th	q. 1	.....	Mexican Light and Power Co., com	.....	.....	.....	.....	20	18	18	June 6										
64,126,100	.....	.....	2,608,204	4	4	15th Aug.	q. 1¼	5.43	Montreal L., H. and Power Cons	.....	.....	82⅞	67½	88½	68¼	95	July 24	84½	Feb. [illegible]	86	85¾	91¾	91½	91¾	91½	91½	1,288
3,499,120	.....	1,275,000	884,525	6	6	1st July	q. 1½	7.31	Ottawa, Light, Heat and Power Co.	95¼	92	92	69¾	86	69	82¾	June 10	75	Jan. 18	.....	.....	83	80	81	81	81	10
16,342,500	.....	9,789,261	3,039,957	7	7	10th July	q. 1¾	5.69	Shawinigan Water and Power Co.	137	126¾	130½	107	118½	105	127½	May 8	114½	Jan. 13	115¼	115	122	121	122	121	121¼	646

INDUSTRIALS AND MISCELLANEOUS

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	Div. 1917	1918	Last Dividend Date	Rate	Yield	Company	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	Close Sept. 12 1918 Ask	Bid	Close Sept. 11 Ask	Bid	Week High	Low	Close	Sales
5,000,000	1,000,000	5,768,200	1,073,249	7	7	1st July	1¾	8.86	Abitibi Power and Paper, com	.....	.....	58½	48	51½	48	82½	July 16	48	Jan. 3	.....	.....	.....	.....	85	81½	85	396
6,594,300	7,994,200	.....	1,743,234	.....	.....				Amer. Cyanamid, com.	.....	.....	30	19	35⅞	21	47	July 8	38	July 7								
3,500,000	.....	1,562,666	507,408	.....	.....				Ames Holden McCready Co., com	35	19½	23½	12	28	15	54	Aug. 29	26	Jan. 3	28	25	58½	57½	58½	50	58½	3,596
.....	2,500,000	.....	.....	.....	.....	2nd July	q. 1¾	7.07	" " pref.	80½	52	61	47	72½	47	105¼	Sept. 2	65⅜	Jan. 2	71½	.....	103	.....	104⅞	100	103	2,520
4,266,200	.....	.....	.....	4	5	21st Feb.	q. 1¼	8.33	British Col. Fish, com	.....	.....	56	35	51½	41	66	July 18	46	Mar. 15	50	50	64	63	63	61	63	1,899
7,000,000	2,000,000	1,452,000	607,100	5	5	7th Aug.	1¼	8.47	Brompton Pulp and Paper, com	.....	.....	59	38	63¼	41¾	66	July 18	55	Apr 30	60	59½	62	61¾	65	60	64¾	1,983
750,000	.....	.....	721,391	6	6	1st July	q. 2	8.16	F. N. Burt Company, com	88	72	82	65	75	63½	98	Sept. 4	71	Jan. 13								
.....	1,975,200	.....	.....	7	7	1st July	q. 1¾	7.21	" " " pref	96	86	93½	86	90	77¼	97½	Aug. 22	90	Jan. 22	.....	84½	.....	97	98	97½	97½	12
2,500,000	.....	3,750,000	103,418	2	.....	2nd Jan. '17	2	.....	Canada Bread, com	30	16½	20	13	24½	16	23½	Jan. 11	16	Feb. 11	20	19	20¾	20½	22¼	20	20½	645
.....	1,250,000	.....	.....	7	7	1st July	q. 1¾	8.75	" " pref	90	87	86½	80	83¾	83¼	85	Jan. 18	80	July 16	.....	.....	.....	.....	80	80	80	4
13,500,000	.....	6,839,046	4,002,643	6	6	16th July	q. 1½	8.57	Canada Cement, com	73	37¾	69⅞	52	69¾	56½	71½	July 28	63	Feb. 6	67	66¼	70	69	70½	69¾	70	260
.....	10,500,000	.....	.....	7	7	16th Aug.	q. 1¾	7.00	" " pref	9	86	95¾	90	96	90	102	July 25	95	Jan. 2	95	93	.....	.....	100	100	100	278
4,975,000	.....	5,222,593	5,830,171	.....	.....	2nd June '14	s. 2	.....	Canadian Car and Foundry, com	75	32	46½	17	38¼	18	47½	June 28	28	Jan. 2	37	35¾	38	36	39	37	39	505
.....	7,500,000	.....	.....	.....	3½	10th July	q. 1¾	7.29	" " " pref	94	1¾	89	49	91	49½	100	July 25	82	Jan. 23	90	.....	98½	97½	99¼	99	99	466
1,733,500	.....	399,000	443,879	3	4½	15th Aug.	q. 1¼	7.81	Canadian Converters	46	34	43	39	50	43	67	July 24	45	Feb. 6	48	.....	65	63½	66	65	66	360
2,715,500	.....	4,626,000	2,518,893	4	6	4th July	q. 1½	6.81	Canadian Cottons, Limited com	65	39	56	46½	70	48½	95	July 17	67	Feb. 20	69½	68½						
.....	3,661,500	.....	.....	6	6	4th July	q. 1½	7.22	Canadian Cottons, Limited, pref	82½	75½	82	75	77	71	87¾	Apr. 22	76	Jan. 10	.....	.....	.....	.....	83	83	83	7
1,600,000	1,500,000	.....	1,762,537	9	6	15th Jan.	s. 3	.....	Canadian Fairbanks-Morse, pref.																		
960,000	.....	179,200	1,297,706	12+3	12	15th Aug.	q. 3	6.41	Canadian Foundries & Forgings, co	217	170	205	150	213	150	208	July. 9	185	Sept. 4	211	207	195	188	194	183	194	600
.....	960,000	.....	.....	7	7	15th Aug.	q. 1¾	7.21	" " pref	90	85	84	82	97	90	89½	Feb. 13	.....	.....	90							
2,000,000	.....	1,500,000	1,657,324	3	6	1st July	q. 1½	7.14	Canadian Locomotive Co., com	64½	51	64	52½	69⅛	58	85½	July 15	60	Feb. 20	68½	67	85	84	84½	84	84½	195
.....	1,500,000	.....	.....	7	7	1st July	q. 1¾	7.60	" " " pref	99	81	91½	83	90½	83	95	July 7	89½	Apr. 8	90½							
2,805,500	.....	9,500,000	5,700,795	.....	.....	15th Oct. '14		.....	Can. Consolidated Rubber, com	91	84	99¾	90	100	98	250	July 9										
.....	3,000,000	.....	.....	7	7	30th June	q. 1¾	7.00	" " " pref	97	91	99¼	95	98	97	100	July 11	97	Feb. 7								
8,000,000	.....	.....	5,122,776	8	8	1st July	q. 2	7.40	Canadian General Electric, com	121	108	115½	99½	106	99½	116	May 9	101½	Mar. 18	104	103	108	107	108	107	108	80
.....	2,000,000	.....	.....	7	7	1st Apr.	s. 3½	6.36	" " " pref	112	110	106	94½	110	100												
1,200,000	.....	465,500	573,116	.....	.....				Carriage Factories, Limited, com	44	29¾	25	9¼	17	15	16	Aug. 13	13	June 6								
.....	1,200,800	.....	.....	.....	.....	15th July '15	q. 1¾	10.00	" " pref	75	60																
565,000	.....	55,114	159,507	.....	.....	1st Oct.'16	q. 2	.....	City Dairy, com	98	89	30	30	50	30	62½	May 27	45	Jan. 28								
.....	700,000	.....	.....	.....	5¼	1st July	q. 1¾	7.44	" " pref	100½	92	70	60	87	60	94½	June 13	84	Feb. 18	.....	.....	94	.....	93	93	93	9
6,500,000	.....	.....	3,025,307	9½+2	8	15th Aug.	q. 2	8.42	Dominion Bridge Co.	231½	160	170	125	128	123	123	Jan. 13	94	Aug. 28	128	.....	104½	103½	104	96	103½	482
2,796,300	.....	1,719,410	1,472,[illegible]21	.....	.....	1st Apr.'14	q.	.....	Dominion Canners, com	22	15	26	19	43	40	59	July 9	34	Mar. 14	40	39	52	50¾	51½	45½	50⅞	1,050
.....	2,290,600	.....	.....	7	12¼+7	1st July	q. 1¾	7.69	" " pref	65	61½	78	65	81	65	92	June 6	76	Jan. 10								
37,097,700	7,000,000	20,830,097	19,459,251	4½	5¼	1st July	q. 1½	8.57	Dominion Steel Corporation, com	82	43	71¼	50¾	65	53	73	July 12	58¾	Feb. 3	62	61½	67¾	67⅝	69⅛	67½	67¾	3,990
.....	5,000,000	13,641,526	.....	7	7	1st July	q. 1¾	7.07	Dominion Iron and Steel, pref.	105	90	95	87½	98	88	100	May 16	93½	Jan. 2	100	98	.....	.....	99½	99	99	30
15,000,000	3,000,000	6,016,500	.....	7	7	1st Aug.	q. 1¾	7.14	Dominion Coal, pref	99	93	96½	85	95	94¼	100	June 11	95	May 2	.....	.....	.....	.....	98	98	98	7
5,000,000	.....	3,267,500	3,349,083	7	7½	1st July	q. 2	6.77	Dominion Textile, com	90½	74½	89	76½	100½	80¾	125⅞	July 16	100	Feb. 5	98	97¾	119	118	119	117½	119	150
.....	1,940,600	.....	.....	7	7	15th July	q. 1¾	6.60	" " pref	105	101	105	99½	102	100	108	Mar. 14	101	Jan. 15	.....	101	.....	.....	105½	105½	105½	50
2,250,500	.....	1,100,000	685,115	.....	.....				Goodwins, Limited, com	40	40	.....	.....	15	11	27	July 21	10	Feb. 5	.....	.....	.....	25	25	25	25	25
.....	1,750,000	.....	.....	.....	.....	2nd July '14	q. 1¾	.....	" " pref	75	40	45	45	45	45	75	July 17	45	Jan. 11	.....	.....	.....	.....	73	73	73	10
747,500	.....	210,000	1,260,366	6	6	2nd July	q. 1½	6.00	Goulds Manufacturing Co., com	.....	.....	100	100	100	100												
.....	747,500	.....	.....	7	7	2nd July	q. 1¾	7.00	" " " pref	.....	.....	100	100	100	100												
6,267,005	500,000	.....	1,009,017	10	10	2nd June	50c	.....	International Petroleum	.....	.....	15.30	11.60	20.50	13.00	32.25	May 14	19.25	Jan. 8	14.25	13.75						
40,000,000	.....	8,294,000	57,721	.....	.....				Lake Superior Corporation	.....	.....	24	10														
2,100,000	.....	900,000	978,797	8	15	1st Sept.	q. 3	5.94	Lake of Woods Milling Co., com	136¼	122	130	120	169	120⅛	205	Aug. 20	157	Mar. 26	153	150	.....	200	202	200	202	140
.....	1,500,000	.....	.....	7	7	1st Sept.	q. 1¾	6.60	" " " pref	129	116	116	116	110	100	106¼	Jan. 16	106	Jan. 17								
9,600,000	.....	620,615	2,425,548	10	10	2nd July	q. 3+3	5.58	Laurentide Co.	217½	176	195	152	198	152	228	June 23	192	Jan. 10	176	175	220	218	224	214	223½	2,610
1,750,000	1,300,000	988,400	402,001	2	8	10th July	2	11.42	Lyall Construction Co., com	93	25	80	53	85½	63	83½	July 23	64	Apr. 2	.....	.....	.....	82½	83½	82	83	300
3,000,000	1,766,800	.....	422,906	.....	.....	30th June '13		.....	A. Macdonald Co. com.	19½	10	15½	8	23	13½	36	July 4	21½	Jan. 10	19¾	.....	34	33⅞	34	30½	34	630
2,500,000	.....	.....	2,318,545	22½	10+14	18th July	q. 3	6.06	Maple Leaf Milling, com	122	100	115	90	140	91	200	Sept. 3	121½	Jan. 30	119½	.....	199	197	199	197	198½	160
.....	2,500,000	.....	.....	7	7	18th July	q. 1¾	6.66	" " pref	108	93	103	91¾	98½	91½	107	June 23	96¾	Jan. 8	98	.....	107	106	107	104½	105½	53
2,949,600	.....	.....	.....	4	4	14th June	q. 1	5.63	Montreal Cottons, Ltd., com.	63	50	58½	49	61	50	72½	Apr. 8	58⅜	Jan. 9	58½	57						
.....	2,949,600	.....	.....	7	7	14th June	q. 1¾	6.86	" " " pref	115	99	103	99	100	99½	103	Mar. 15	100	Jan. 17	100	99½						
1,275,000	.....	.....	671,905	.....	4	1st Nov.'13	q. 1½	.....	Monarch Knitting Co., com	40	25½	40	30	46	39	60	Mar. 12	50	Jan. 28	.....	45	.....	60	60	60	60	2
.....	750,000	.....	.....	7	7	1st Aug.	q. 1¾	7.77	" " pref	83	80	81	80	80½	75	92	June 13	78	Jan. 6								
2,000,000	.....	.....	527,504	.....	.....				National Steel Car, com	.....	.....	21	5	10½	5	16	Feb. 27	5	Jan. 16								
.....	1,500,000	.....	.....	.....	.....	15th Jan	q. 1¾	.....	" " " pref	.....	.....	78	17	40	20	59	Mar. 19	18	Jan. 14								
15,000,000	.....	11,169,619	4,616,584	5+20	5	15th July	q. 1¼	6.66	Nova Scotia Steel, com	154½	93¼	128	66	71½	63½	97	June 2	48	Mar 5	67	65½						
.....	1,000,000	.....	.....	8	8	15th July	q. 2	7.54	" " " pref.	115	110	112	105	103	100	112½	July 4	104½	Mar. 21	.....	.....	.....	105	106	106	106	5
2,500,000	.....	2,350,000	3,830,592	10½15	12+15	1st July	q. 3	4.70	Ogilvie Flour, com	152	127⅞	158	137	205	140	260	June 4	194	Mar. 11	.....	200	256	.....	255	255	255	108
.....	2,000,000	.....	.....	7	7	1st Sept	q. 1¾	6.42	" " pref	116	44½	115	107	111	100	110	Feb. 8	106	Jan. 13	.....	.....	.....	.....	110	110	110	20
750,000	.....	561,300	281,729	.....	.....				Ont. Steel Products, com	45	19	34	18	35	22½	36¾	June 30	27	Apr. 28	.....	.....	35	34	34	34	34	15
.....	750,000	.....	.....	7+1¼	7+1¾	15th Aug.	q. 3½	.....	" " " pref	91½	73	74	74	78	73	81	July 30	75	May 19								
650,000	.....	.....	29,654	2	2	1st July	s. 1	6.25	Pacific-Burt Co., com	29	20	40	28	34	34	32	Aug. 18	25	May 22								
.....	650,000	.....	.....	7	7	1st July	q. 1¾	8.75	" " pref	83¼	77½	82	79	77¼	77¼	80	June 5	75	Mar 8	77¼							
600,000	.....	.....	1,010,427	8+5	8+4	15th Sept.	4+2	7.75	Paton Manufacturing Co.	.....	.....	130	124	124	124												
2,150,600	.....	2,000,000	3,350,167	4+1	5½+2	15th Aug.	q. 1½	6.25	Penmans, Limited, com	78	60	73½	64	84	65	98½	Aug 11	77½	Jan. 4	.....	81½	.....	96	96	96	96	45
.....	1,075,000	.....	.....	6	6	1st Aug.	q. 1½	6.38	" " pref	90	82	86	81½	85¼	81½	93	Apr. 9	82¾	Feb. 5	.....	83						
5,000,000	.....	5,651,484	2,874,224	6	8+2	1st July	2	4.84	Price Bros	132	60½	134	115	151	120	190	Feb. 25	150	Jan. 10	.....	.....	.....	212	210	200	210	450
4,500,000	.....	2,033,500	1,851,813	6+4	10	15th Aug.	q. 2½	7.29	Riordon Pulp and Paper, com	150	59	127	106	123	117¼	145	July 17	117¼	Jan. 2	118	.....	144	142½	144	137	143½	1,896
.....	1,000,000	.....	.....	7	7	30th Jun	q. 1¾	7.14	" " pref	.....	.....	95	90	97	92½	100	June 6	94	Jan. 4	.....	.....	96	93	96½	95½	95½	107
1,500,000	.....	502,000	428,647	1½	.....	1st Apr.'17	q. 1½	.....	William A. Rogers, Ltd., com	99	85	80	40	.....	.....	60	Aug. 29	25½	Mar. 28								
.....	1,122,800	.....	.....	7	.....		q. 1¾	.....	" " " pref	99	87	92	90	.....	.....	85	July 30	65	Mar. 13								
800,000	.....	.....	536,162	7	7	1st Aug.	q. 1¾	8.75	Russell Motor Car, com	114	32	92	50	90⅞	55	87	July 16	68	Feb. 19	83							
.....	1,200,000	.....	.....	29¾	7	1st Aug.	q. 1¾	8.04	" " " pref	139	66	122	72	91½	68¼	94½	May 15	70	Jan. 10	87	.....	87	86	87	86¾	86¾	13
1,500,000	.....	529,300	310,114	.....	.....				Sawyer-Massey Co., com	30	20	24	8	13	10	22	July 11	8	Apr. 17								
.....	1,500,000	.....	.....	.....	.....	2nd June '14	q. 1¾	.....	" " pref	134½	58	41	40	40	40	62¼	July 14	30	Apr. 11								
4,000,000	.....	1,838,500	2,333,282	.....	.....				Sherwin-Williams, com	99½	53½	60	56	60	60	75	Aug 25	60	Jan 3	.....	.....	.....	.....	76	72	72	132
.....	2,425,000	.....	.....	7	7	31st June	q. 1¾	7.21	" " pref	100	97½	100	98	100	99	102	June 23	97½	Aug. 27								
8,750,000	.....	.....	395,100	6+2	8	1st July	q. 2	5.97	Shredded Wheat, com	140½	102¼	137¾	112	112	108	135	Apr. 15	124	Mar. 15								
.....	1,250,000	.....	.....	6	6	1st July	q. 1½	6.66	" " pref	120	95	95	95	92	87	90	Apr. 22	89	Jan. 13								
1,062,500	.....	288,000	205,765	4	2				Smith Paper Mills, Com	.....	.....	74½	66	66	65	84½	July 23	65	Feb. 27	.....	.....	100	90	100	84	97	340
.....	475,000	.....	.....	7	7	15th July	q. 1¾	7.52	" " " Pref	.....	.....	.....	.....	80	73¼	95	June 25	78	Feb. 28								
8,000,000	.....	10,332,113	2,368,222	.....	.....				Spanish River Pulp Mills, com	24¼	3½	19	12½	20	12¾	46	July 10	17	Jan. 14	13	.....	49	48½	49½	44	48½	13,895
.....	5,699,100	.....	.....	.....	.....	15th July '13	q. 1¾	.....	" " " pref	70	29	59½	47	64¾	50	110	June 28	63½	Jan. 23	.....	.....	111½	110	112	109	112	2,934
11,500,000	.....	8,931,246	15,019,130	6	4	1st Aug.	q. 1½	8.57	Steel Co. of Canada, com	88¼	34¼	71½	47½	74¼	49¾	76	July 4	57½	Feb. 1	72	71¼	69	66	70¼	68	68	821
.....	6,496,300	.....	.....	7	7	1st Aug.	q. 1¾	7.21	" " " pref	107¼	82½	100½	84½	98	84	100¾	May 26	91½	Mar. 28	97	96½	99	98	98½	97½	98	39
1,250,000	3,602,700	1,066,945	311,577	.....	.....	1st June '14	3½	.....	Standard Chemtnal, pfd	.....	.....	.....	.....	62	62½												
1,200,000	.....	167,155	251,154	.....	5¾+4	1st Aug.	1½	5.40	St. Lawrence Flour, com	.....	.....	.....	.....	97¾	50	113¼	July 7	87½	Mar. 12	.....	.....	110	.....	110	110	110	50
.....	575,000	.....	.....	.....	7	1st Aug.	1¾	7.60	" " " pref	.....	.....	56	49	85	80	97	June 2	80	Feb 8								
650,000	.....	.....	149,379	.....	.....				Tooke Bros., com	25	16	19	19	30	15	49	July 15	20	Mar 11	25	.....	47	45½	46	40	46	837
.....	985,000	.....	.....	8¾	3½	14th June	q. 1¾	8.75	" " pref	83	78	79	70	77	72¼	88	July 8	70	Feb. 4	.....	.....	82	.....	85	80	85	185
750,000	.....	461,100	302,984	6+4	6+3	2nd July	s. 3+1	8.00	Toronto Paper Co	96	44	90	72	72⅜	65	75	Apr. 1	68	Mar. 6	.....	.....	.....	75	78	76	78	131
2,500,000	.....	.....	462,046	.....	.....				Tuckett Tobacco, com	25	23½	22¼	17	24¼	18½	48¾	July 29	22	Jan. 17	25	21	45	43	45	40½	44½	462
.....	2,000,000	.....	.....	7	7	15th July	q. 1¾	7.77	" " pref,	90	75	83½	78	82½	72¾	91	July 21	80	Jan 4	.....	.....	91	90	90	89¾	89¾	171
1,750,000	.....	901,000	590,347	.....	5½	2nd July	1½	5.94	Wabasso Cotton	.....	.....	.....	.....	61	21	102	July 30	58	Jan. 2								
5,000,000	.....	3,395,000	908,060	.....	.....				Wayagamack com	.....	.....	97	50	55	50	57¼	Aug. 26	46	June 2	50	.....	62¾	62½	63	57	62½	5,946
1,718,600	.....	440,000	1,091,439	7	7+5	2nd Sept.	q. 1¾	7.36	Woods Manufacturing Co., Ltd. com.	65	33	61	44	98	57¼	102	May 16	86¼	Jan. 13	.....	.....	.....	.....	95	95	95	25
.....	1,546,500	.....	.....	7	7	1st July	q. 1¾	8.23	" " pref	101	84	86	80	86	83½	90	Mar. 17	83¾	July 3	.....	.....	.....	.....	86	86	86	15

LOAN, INSURANCE AND FINANCIAL STOCKS AND MISCELLANEOUS

Common Stock outstanding	Deposits Preferred Stock or Debentures Outstanding and Int.	Reserve and Contingent P. & L.	Dividends 1917-18	Last Dividend Date	Per cent.	LOAN AND TRUST	Range for Year 1917 High	Low	Range for year 1918 High	Low	Latest Price Ask	Bid	Last Sale
1,205,000	3,847,020	1,337,989	9	1st July	q. 2¼	Canada Landed	160	150	148¾	140	143	.....	140
6,000,000	19,626,287	5,672,509	10	1st July	q. 2½	Canada Permanent	173	162½	169½	162½	174½	.....	174½
1,750,000	4,968,206	1,842,074	10	1st July	q. 2½	Central Canada	.....	.....	.....	.....	190	.....	.....
20,000	2,981,290	427,213	6	1st July	s. 3	Col. Investment, pref.	77	63	69	63	.....	75	75
934,876	1,032,651	271,556	5	2nd July	s. 2½	Dominion Savings	.....	.....	76	75	.....	82	75
2,412,566	2,221,508	827,258	5	1st July	Def.	Great West Per	.....	.....	.....	.....	.....	.....	89½
1,200,000	2,091,322	1,228,940	8	2nd July	s. 4½	Hamilton Provident	142	137	133	121	.....	146	.....
2,500,000	12,299,412	3,323,337	12	1st July	q. 1½	Huron and Erie	211	205	204	203	.....	.....	.....
1,000,000	1,597,848	886,732	8	2nd July	s. 4	Landed Banking	143	143	141	140	.....	140	141
1,250,000	2,653,710	924,981	8	1st July	q. 2	London and Can. Loan	132	128½	126½	126½	123	118	120
887,849	1,664,356	362,385	6+1	1st July	q. 1¾	London Loan and Sav	.....	.....	.....	.....	.....	.....	.....
600,000	317,808	764,494	10+1	15th June	q. 2½+1	Montreal L. & Mtg. Co.	165	162½	152	.....	.....	.....	153½
1,500,000	7,892,179	1,662,183	10	1st July	q. 2½+1	National Trust	212	207½	.....	.....	.....	200	200
1,750,000	3,749,473	2,093,943	9	1st July	q. 2¼	Ont. Loan and Deb.	175	175	.....	.....	.....	157	157
500,000	643,696	262,754	7	2nd July	s. 3½	Real Estate Loan	.....	.....	.....	.....	100	.....	100
1,500,000	34,589,757	2,152,812	10+1	1st July	q. 2½+1	Toronto Gen. Trusts	215	200	204	199¾	.....	215	220
724,550	1,773,183	659,449	8	1st July	q. 2	Toronto Mortgage Co.	140	136	134	.....	.....	139	133
1,000,000	1,912,673	1,134,604	10	1st July	q. 2½	Toronto Savings	.....	.....	.....	.....	.....	.....	185
1,000,000	11,157,301	494,065	7	1st July	q. 2	Union Trust	.....	.....	.....	.....	.....	.....	178
[illegible],000,000	49,964,580	7,463,612	15	1st July	q. 2	Canada Life Assurance	.....	.....	.....	.....	.....	.....	190

Common Stock Outstanding	Bonds, Preferred Stock or D'b'ntures Outstanding	Reserve and Contingent P. & L.	Dividend 1917-18	Last Dividend Date	Per cent.	MISCELLANEOUS COMPANIES	Range for year 1917 High	Low	Range for Year 1918 High	Low	Latest Price Ask	Bid
3,000,000	.....	1,395,591	.....	15th July	1¼	Asbestos Corporation, com.	21	12	45	15	74	73
.....	7,000,000	.....	6	15th July	1½	" " pref	58	42	62¾	44½	85	..
1,500,000	.....	1,888,183	9	1st Apr.	s. 4	Canadian N. Prairie Lands	.....	.....	.....	.....	.....	.....
800,000	380,000	523,572	8	1st July	q. 2	Canadian Salt	136	128	132	126	142	.....
59,109	.....	1,757,277	$5	23rd Dec.	$5	Can North-West Land	.....	.....	.....	.....	.....	.....
100,000	11,234,281	1,969,045	20	30th June	q. 5	Confederation Life A.	330	330	.....	.....	375	.....
6,212,666	.....	501,345	.....	2nd Sept.	q. 1½	Crows Nest Pass Coal	70	50	55	50	.....	57
1,000,000	.....	292,230	6	15th July	q. 1½	Dominion Telegraph	89	76½	.....	.....	.....	86
3,000,000	12,669,500	.....	.....	.....		Electrical Dev., pref.	.....	.....	.....	.....	.....	.....
450,000	b 7,072,085	1,991,255	10	1st July	q. 2½	Imperial Life Assur.	.....	.....	.....	.....	.....	.....
500,000	460,400	785,511	7	1st July	s. 3½	Intercolonial Coal, pref	.....	.....	.....	.....	80	.....
3,000,000	.....	133,458	.....	1st Mar. '14	1	Intern. Coal and Coke	.....	.....	25	25	.....	.....
2,196,951	1,922,500	652,428	7	15th Aug.	q. 2	Kaministiquia Power	.....	.....	120	120	112	.....
637,480	b 585,937	136,566	.....	2nd July '17	q. 3	London Street	.....	.....	.....	.....	.....	.....
2,000,000	.....	119,740	8+10cts	15th July	q. 2	Montreal Telegraph	138	115	120	120	.....	120
925,000	b1,123,000	.....	.....	.....		Nia., St. Kath. and Tor.	.....	.....	.....	.....	.....	.....
1,164,000	b 741,000	286,076	3½	10th July '15	q. 1¼	Trinidad Electric	.....	.....	.....	.....	.....	.....
2,340,100	b1,439,926	858,434	8+2	16th June	q. 2	W. Can. Flour Mills	.....	.....	.....	.....	.....	.....
800,000	b 600,000	606,068	5	1st July	q. 1¼	West India Electric	77	77	.....	.....	.....	.....

NOTE—s—means semi-annually; q—quarterly; I—interim; L—Profit and Loss; +—indicates bonus; b—means bond; P—preferred stock; d—debentures; *—less than ten shares; sb—stock bonus; A—$500 per share return of capital paid February 1st, September [illegible]th, 1912; Feb. 1st and Nov. 17th, 1913, December 1, 1914.

7% 7%

Selected Investments

To yield the attractive income of

7%

with prospects of appreciation.
Particulars on request.

CAMPBELL, THOMPSON & CO.

7% Canada Life Building TORONTO 7%

Consult Us Before You Invest

Just at this time there are some excellent investment opportunities offering in gold and silver mining stocks. Write us for a list of those which appear especially attractive. We will give you our reasons, which are based on careful analysis from a first-hand knowledge of the situation.

F. C. Sutherland & Co.

Stock Brokers

12 King Street East - Toronto
211 McGill Street - Montreal

200% Profit

During the past eleven years clients following the Babson Long Swing Method of Speculation have made a profit of over 200%, or *about 20% a year.* These figures represent an average *of all recommendations* including disappointments.

BABSON'S

Reports will enable you to *increase your invested* capital at a similar rate without the risk and worry involved in ordinary speculation.

A copy of recent Bulletins and full details of the Babson Method of Speculation will be sent to investors *gratis.*

Write on your letterhead for Bulletin 6156

Babson's Statistical Organization
Wellesley Hills, Mass.

Largest Organization of Its Character in the Wo ld

WE OWN AND OFFER

Municipal and School Bonds

CREDIT CANADA LIMITEE

Dominion Express Building
Montreal

SEPTEMBER IN ALGONQUIN PARK

September is one of the most delightful months of the year in the "Highlands of Ontario" and Algonquin Park offers attractions that are not found in other districts. It is situated at an altitude of 2,000 feet above the level of the sea, assuring visitors of pure bracing air that rejuvenates body and mind. A few days here is better than ounces of tonics and saves doctor bills. The territory is also easy of access via the Grand Trunk, 200 miles north of Toronto, and 170 miles west of Ottawa.

"The Highland Inn," a charming caravansera, affords most comfortable accommodation at reasonable rates. The inn is heated by steam. Grate fires for cool evenings add cheer to the indoor pleasure. The cuisine is all than can be desired. Good fishing in the many lakes in close proximity to the hotel. A fine clay tennis court offers a means of physical exercise. "The Highland Inn" is operated by the Grand Trunk Railway and will close for the season on September 30th, so make your reservations early. Illustrated descriptive literature telling you all about it, from any Grand Trunk Agent, or write Mr. N. T. Clarke, manager, Highland Inn, Algonquin Park, Ont.

BURDEN OF COSTS FOR CANADIAN STREET RAILWAYS

Five Municipal Lines Now Charging Seven Cents Cash

QUEBEC ASKS MORE

Impressive Array of Figures Back Up Application of Local Company—Wages and Materials—Gas Figures

QUEBEC.—Some very interesting statistics in reference to the heavy handicap of increasing costs that are confronting electric railways and other public utilities in Canada and the United States, are contained in a document that will be presented shortly to the Quebec City Council by W. J. Lynch, general manager of the Quebec Railway, Light, Heat and Power Company. This will serve as a basis for an application the company is making for an increase in fares in order to overcome the higher costs of operation. Last year there was an increase granted the company by the Council in street railway fares, gas and power rates. The gas rates' increase was to continue in effect until twelve months after the signing of the armistice, so that this would expire automatically on Nov. 11th next. The Council will be asked to continue these in effect for some time longer.

The application for higher fares asks for a 7-cent cash rate, with 17 tickets for $1.00, an increase in workmen's tickets and a charge of two cents for transfers. It is proposed to give 11 workmen's tickets for 50 cents. The new scale that is proposed compares as follows with the existing one:

	Proposed	Present rate
Cash	7	6
Regular	17 for $1	21 for $1
Workmen	11 for 50c	7 for 25c
Transfer	2c	Free
School Children	Unchanged	

Materials Up 114%

In backing up the advance the company submits figures covering increased costs of operation in various branches, as well as comparisons with other places in Canada and the United States. In the city street railway division the increase in materials in the past six years had been 114.7%.

In the gas division there had been an increase of 127.3%. Among the individual advances in costs were: 65.2% in anthracite coal; 132.4% in steam coal; 120% in cast iron pipe; and 171.4% in gas oil.

Wages showed large advances. In the street railway department they had gone up 46.94%, and in the gas department 35.70% for 1919 as compared with the year 1914.

New Cars $18,500 vs. $8,200

One interesting item of costs was a comparison of new cars. The company, it is announced, is installing ten new P.A.Y.E. cars at a total cost of $185,000; in 1914 the cost per car was $8,200, as against a present cost each of $18,500. These cars, by the way, will be placed in operation on the system on Oct. 15.

As for increased fares in other places, the evidence is given for Canada, all on municipal systems. Five cities raised the fares to 7 cents cash; Edmonton, Calgary, Regina, Moose Jaw and Brandon.

Some Fares 10 Cents

A summary is provided of a number of cases in the United States where increased fares went into effect since the war expenses rose. In 12 places 10-cent fares are paid; in one case, a 9-cent fare; in ten, an 8-cent fare; in fifteen, a 7-cent; in fourteen a 6-cent with one cent for transfers, and in eighty-six instances a 6-cent cash fare is charged.

Advances in Gas Charges

Many instances are recorded, in dealing with the higher cost of the manufacture of gas, where heavy advances in the price have taken place in large and small Canadian cities. In some cases the advances have been 50 cents per 1,000 feet, and in one case 75 cents. The list attached is as follows:

Place	New	Old
Belleville	1.60	1.25
Brandon	1.70	1.50
Brockville	1.40	1.15
Cobourg	2.00	1.50
Toronto	.90	.70
Waterloo	1.90	1.20
Winnipeg	1.35	1.20
Deseronto	2.00	1.50
Kingston	1.50	1.00
Kitchener	1.25	1.00
Napanee	2.00	1.25
Guelph	1.30	1.00
Oshawa	1.75	1.40
Ottawa	1.25	1.00
Peterboro	1.75	1.25
St. Thomas	1.30	1.00
Sherbrooke	1.50	1.25
Sorel	1.50	1.20
Stratford	1.50	1.00

The Fisher Block, Galt, comprising six stores on the main street of the town, has been sold by J. P. Hammill, to Meyer Kauffman, of the Kauffman Fur Company. The price is said to have been in the neighborhood of $20,000.

RETURNING TO EUROPE

United States Loses Nine Hundred Thousand Aliens

NEW YORK.—The New York "American" states that since signing of armistice 900,000 emigrants have sailed from New York, most of them bound for homes in Southern Europe. Returning aliens, who have saved an average of about $3,000, include Italians, Greeks, Jugo-Slavs, Syrians, Croats, Serbians, Kurds and Rumanians, and their exodus has nearly depleted labor supply in several mining towns and small industrial centres. The 260,000 sailing in last 3 months paid $1,000,000 income taxes.

AM. LOCOMOTIVE ON PEACE BASIS

The Montreal Plant is Among Those Which Are Being Improved

NEW YORK.—American Locomotive Company., in its report for the fiscal year ended June 30, 1919, shows net profits after taxes and all other charges, including preferred dividends, of $10,262,567, equivalent to $41.05 on its $25,000,000 common stock.

Not only did the company in its 1918-19 fiscal year set a new high record for earnings, the net for dividends being comparable with $16.64 earned in 1917-18 and $36.08 in 1915-16, the previous record period, but the balance sheet showed an enviable financial position.

How strong is the financial condition of the company is further illustrated by the statement of President Andrew Fletcher that, subsequent to the payment by the Railroad Administration of its certificates on July 15, then amounting to $26,102,218, cash on hand was far in excess of the amount needed for business and that the company had been able not only to liquidate the $7,535,000 loans payable as shown on the balance sheet two weeks previous, but had purchased $23,500,000, United States Treasury, 4½% certificates.

Regarding the situation at the Montreal and other plants of the company, President Fletcher said:

To offset the effect of the shorter working day and the increased cost of labor of all kinds, the management of the company continuing the past policy of improving the physical conditions and facilities of the plants and increasing their efficiency, has set aside out of the profits of the year a reserve of $5,000,000 for further additions and betterments. The advisability of making these improvements was demonstrated during the war, and while the plants were working to their full capacity, but they were deferred until they could be made without serious interference with the output. The improvements are now in progress and are principally to the Schenectady, Brooks and Montreal plants and for the extension of the company's steel casting plant at Chester, Pa.

The tonnage produced in the year ended June 30, 1919, was about 23 per cent. greater than the production of the preceding year. This was due to the new high records of production obtained at the larger plants of the company in the forepart of the year, and to the increased tonnage of the Montreal and Richmond plants which during part of the preceding year were being converted from munitions to locomotive manufacturing.

WINNIPEG RAILWAY

Winnipeg's Electric Railway Company is given one week by the city to make some statement regarding what it intends to do in connection with overdue taxes, aggregating $400,000 according to a city hall announcement to-day.

If a satisfactory agreement is not made at the expiration of one week the city will enforce payment by seisure of the company's property along the street.

INVESTMENT INTEREST TURNS TO STOCK MARKET

Continued from page 1.

realizing movement and some of the gains were materially reduced but for the most part the net result was the establishment of higher levels.

The American Market

The New York influences have been generally favorable. Wall Street has been irregular, but strength has been the dominating characteristic. The labor situation is the big factor there and in this connection the trend of developments has been favorable with a tendency shown to intelligently face the problem of the cost of living.

Following are some market opinions:

J. S. Bache & Co., New York.—The level of prices, having, about two weeks ago, acomplished a more or less orderly descent from the crest of the wave, and thereafter having moved deliberately for a time at the lower level, has again started on an advancing swing. Those who rely upon current news as the ruling force in stock-market fluctuations attributed the decline to the acute railroad labor crisis, and the recovery to the 90-days' truce in the same quarter—giving three months for bull-market operations free at least from that menace.

Hayden, Stone & Co., Boston. — The market exhibits a most interesting play between opposing forces, each set of which is extremely powerful. As one or the other set predominates, we see violent advances or declines. As we see it the factors making for a continuance of inflation are the world-wide shortage of goods occasioned by lack of normal production during the war and the monetary inflation arising from the tremendous issue of currency and credit mediums used as means to finance the war. Over against these must be set the adverse factors, of which it seems to us there are three principal ones, viz.: labor unrest, discount in foreign exchange and the delay in the signing of the peace treaty. Those constructively inclined may take comfort from the fact that the favorable factors are basic and bound to continue for some time to come, while the adverse factors, though serious, can in time be corrected. Due weight, howeverfi must be given to their importance while they last. We believe the labor problem has seen its climax; in fact, when put to the test in the steel industry the union question was found scarcely to exist. Nevertheless, this is bound to continue troublesome for some time to come.

McCuaig Brothers & Co., Montreal.—While security prices were moving upward almost without interruption, there was a distinct tendency on the part of the public to ignore unfavorable factors, but since the recent severe reaction the market has experienced a relapse from the feverish activity of the first half of the year and more attention is being paid to the less favorable aspects of the situation, and the numerous conflicting factors are being carefully weighed by thinking people.

CHANGES DURING THE WEEK

	Last Sept. 4	Sale Sept. 11	Ch'ge
Ames-Holden, com	50	59	+ 9
Do., pref.	100	103¼	+ 3¼
Asbestos, com.	73	75¾	+ 2¾
Do., pref.	83	83	....
B.C. Fish., com.	60	63	+ 3
Can. Car, com.	37	39	+ 2
Can. Converters	*64	66¾	+ 2¾
Can. Forgings	185	200	+15
City Dairy, pref.	94	93	— 1
Cons. Smelters	29¼	30	+ ¾
Dom. Bridge	95	103	+ 8
Dom. Canners, com.	47½	50½	+ 3
Dom. Glass, com.	57	61½	+ 4½
Dom. Steel Corp.	69⅞	67¼	— 2⅝
Dom. Textile, com.	118	119	+ 1
Lake of Woods, com.	203	200	— 3
Lyall Cons.	81	83	+ 2
A. Macdonald	31	33	+ 2
Maple Leaf Mill., com.	200	198½	— 1½
Do., pref.	*105	107	+ 2
Sher.-Williams, com.	*75	72	— 3
Do., pref.	*97½	101	+ 3½
Steel of Can., com.	70	68	— 2
Tooke Bros., com.	41	45¾	+ 4¾
Do., pref.	80	87½	+ 7½
Tuckett Tobacco, com.	40	44½	+ 4½
Nat. Breweries, com.	170	176	+ 6
Do., pref.	98	100	+ 2
Atlantic Sugar, com.	47	51	+ 4
Brazilian	51½	52½	+ 1
Detroit Rly.	101	99¾	— 1¼
Toronto Rly.	39½	40	+ ½
Ottawa Light	*83	81	— 2
Abitibi Paper, com.	*79	90	+11
Brompton	*60	63⅜	+ 3⅜
H. Smith Paper, com.	*80	97	+17
Laurentide Paper	215¾	222	+ 6¼
Riordon Pulp, com.	137	143	+ 6
Do., pref.	98½	95½	— 3
Span. River, com.	43	48½	+ 5½
Do., pref.	109	111⅝	+ 2⅝
Wayagamack	56	68	+12

*Last previous sale.

WHOLESALER BUYS SITE

Kinnear & Co. Propose to Build on Dupont Street

The report in THE FINANCIAL POST some months ago of a proposal that the Wholesale Grocers of Toronto should move to the region of Dupont and Bathurst streets has been given further interest by a deal recently consummated whereby T. Kinnear and Company, wholesale grocers of Front Street East, have purchased a warehouse site from the Irvin Lumber Company on Dupont street west of Bathurst. It is an L shaped property having a frontage of 180 feet on Dupont street, and 103 feet on Bathurst street, running to a siding. The price paid was in the neighborhood of $50,000. It is understood that the firm intend to occupy this property in the course of a year.

At the time the proposed change was considered the point was raised that this location would avoid the uphill haul incident on all city deliveries from the present section, while it would afford railway siding facilities that are entirely lacking at present. It was admitted that these were important considerations, and the proposal only fell through, because some of the wholesalers were interested in Front Street property, and because there was no one to give a lead in the matter of change. Now that the lead has been given it is very possible that the whole question will be reopened.

BIG FUTURE PROMISED TRACTOR BUSINESS

Farmers See Value of Farm Engines in Solving Labor and Production Problems

Rapid development of the farm tractor business is prophesized by F. I. Fox, manager of the Toronto branch of the Ford Motor Company. Mr. Fox thinks that the tractor business will develop even more rapidly than the automobile business did, because farmers are learning more and more the value of motor-driven equipment. Farmers who had purchased automobiles were now coming back for tractors, and a large percentage of the tractors being sold were taken by farmers who also owned automobiles

Mr. Fox said:

"Farmers are not slow to see the value tractors are to them. That is why sales are jumping as they are. Unless my guess is wrong the tractor business in less than five years will be as important an industry as the automobile trade is to-day."

BUYING GRAND TRUNK

Persistent Report That Agreement Has Been Reached for Purchase

There are persistent reports from Ottawa that the sub-committee of the Cabinet that has been meeting Sir Alfred Smithers, and other officials of the Grand Trunk Railway Company, has reached an agreement with the railway for the purchase of the assets, not only of the Grand Trunk Pacific, but also of the Grand Trunk's lines in Ontario and the East. None of the terms of the sale, if such has been agreed upon, are available, but it is thought, too, that they will follow the lines of the Drayton-Ackworth report, which suggested an annual rental of $2,500,000 for the first three years, $3,000,000 for the next five years.

ANNUAL REPORT

OF

The Quebec Railway, Light, Heat and Power Co., Limited

FOR THE

Fiscal Year Ending 30th June, 1919

Submitted at the Annual Meeting held in Montreal on the 9th September, 1919.

TO THE SHAREHOLDERS:—

Your Directors beg to submit the following report and Financial Statement of the Company's operations for the fiscal year ended 30th June, 1919.

The Gross Earnings from Operation for the year were $2,077,621.43 as compared with $1,797,852.83, being an increase of:

$279,768.60

The Operating and Maintenance Expenses were $1,444,516.08 as compared with $1,235,724.33, being an increase of:

$208,791.75

leaving a Net Revenue of $633,105.35 as compared with $562,128.50, being an increase of:

$70,976.85

After adding Miscellaneous Income $27,722.61, not including earnings on Quebec & Saguenay Railway Company's securities, and deducting Fixed Charges, Taxes, Depreciation on Cars, etc., of $726,101.55, there remains a deficit of $65,273.59, leaving a balance at the credit of Surplus Account to date of:

$682,464.29

The line of railway between St. Joachim and Nairn's Falls under construction for the Quebec & Saguenay Railway Company—one of this Company's subsidiaries—has been acquired by the Dominion Government. This sale took place under date of March 4th, 1919, and the Trustees are now in possession of the funds for disposal in accordance with the bondholders' instructions. The construction of the road is now being continued by the Government and, when completed, should prove a valuable source of revenue for the Montmorency Division of the Quebec Railway, Light & Power Company.

The accounts of the Company have been duly audited and certified to by Messrs. P. S. Ross & Sons, Chartered Accountants, Montreal.

In conclusion, the Directors desire to express their appreciation of the efficient services rendered by the officials and staff of the Company.

Respectfully submitted on behalf of the Directors,

LORNE C. WEBSTER,
President.

Statement of Assets and Liabilities at 30th June, 1919

ASSETS

Investments, Stocks, Bonds and Interest in other Corporations			$19,212,318.70
Treasury Bonds			1,487,800.00
Advanced to Controlled Companies for Construction, etc.			1,734,834.18
General Construction, etc.			531,817.14
Bond Discount			177,730.55
Cash on hand and in Banks			247,762.34
Accounts and Bills Receivable			897,359.84
Stores and Supplies on hand			236,400.76
Prepaid Expenses, etc.			29,006.08
			$24,555,029.59

LIABILITIES.

Capital Stock		$10,000,000.00	
Less: Unissued		500.00	
			9,999,500.00
Bonds		$14,600,000.00	
Less: In escrow to redeem bonds of subsidiary Companies	$3,411,000.00		
Less Cancelled	144,000.00		
		3,555,000.00	
			11,045,000.00
Bills Payable			648,633.29
Accounts Payable, etc.			486,790.81
Sundry Loans			223,218.23
Accrued Interest			108,995.40
Deferred and Unclaimed Interest			1,034,920.63
Accrued Charges			62,877.63
General Suspense and Reserves			262,629.31
Surplus			682,464.29
			$24,555,029.59

Certified correct:

(Signed) A. E. LABELLE, Director.

(Signed) H. G. BOSSE, Comptroller.

(Signed) L. G. MORIN, Director.

Quebec, 4th September, 1919.

Audited and verified as per Report of September 4th, 1919, annexed.

(Signed) P. S. ROSS & SONS,
Chartered Accountants.

What $2,000 Gratuities Would Mean To The People

Continued from page 1.

that may be shown in supporting the project would follow from the shortsighted desire to share in this temporary prosperity—without regard to the ultimate penalty. That the prosperity would be short-lived and that it would be followed by a serious reaction which the soldiers, in common with all the people would suffer, is just about as certain as anything future can be.

One immediate effect of the increased buying power that would follow from the distribution of the money—unless it were immediately accompanied by a corresponding increase in production, a most unlikely accompaniment—would be to carry prices to much higher levels. This would certainly not help the soldier. There would be stronger competition for the goods available without the counterbalancing increase in supply. This is what put prices on their present high level. It would undoubtedly put them still higher.

The fundamental reasons for the success of the past Canadian war loans are two in number. We were fighting for our national existence, and if we had lost that our property would have gone with it. Hence, the people had to subscribe to save what they already possessed. Further, a very large part of the loans was employed to finance British and Allied Government purchases in Canada. The direct Government guarantee that the money would be so applied gave assurance that manufacturing and all production would be stimulated thereby, and in consequence, industrial prosperity would result. Neither of these assurances would apply to such a loan as now projected. Much of it would be lost to the soldiers through the falling prices at which they would sell if they took the bonds themselves, some of it would certainly be well spent, and only a portion, of unknown amount, would be employed in new production and that only by degrees.

To right herself economically, Canada must cut her expenses or increase revenue until the latter will meet and more than meet current expenditures. This means that national economy must be exercised at once; that revenue must be increased, if possible, by intelligent taxation and that national production in the manufacturing industries and in agriculture must be increased on a basis to swell our profitable exports.